Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL
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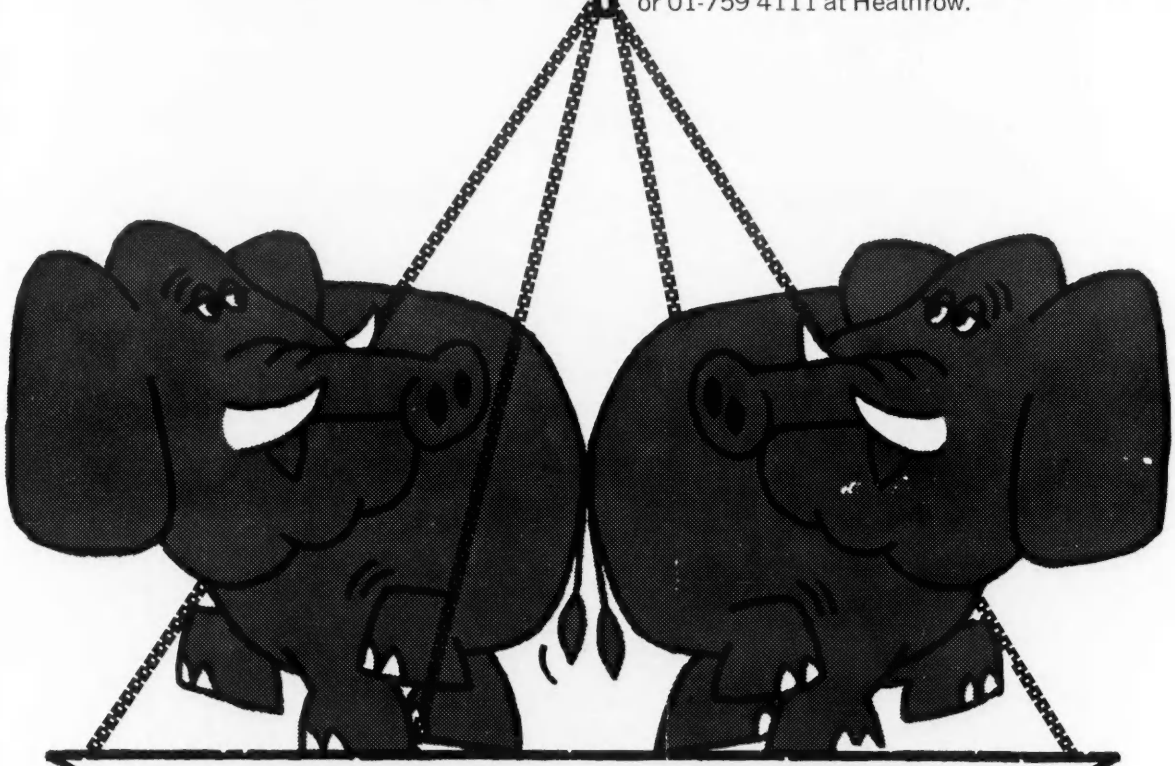

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Front cover photograph

These aluminium alloy extruded sections at Alcan Booth Industries' Rogerstone plant are destined for Sud Aviation in France, and will form spars for the SA330 helicopter. Orders for these high-strength, close-tolerance extrusions have been worth some £500,000 over the last three years.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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UK balance of payments (Q)	10 Mar. 1971
Bankruptcy orders (Q)	5 May 1971
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Distributive and service trades (A)	28 April 1971
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DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	2 June 1971
Directory of DTI (formerly BOT) departments and their Work	8 April 1970
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Index – Jan.-Mar. 1971	26 May 1971
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Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	26 May 1971

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J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

Cut risks and guesswork in exporting—with the help of ECGD

By Philip Jones

WHAT MIGHT an Old Moore's Almanack for exporters forecast? Mounting arrears in sterling transfer from a major market; a debt settlement with another market rephasing arrears over the next ten years; floods destroying the crop which is another's main source of foreign exchange. Elections in one market sweeping to power a government pledged to higher pay, security of employment, and dismantling of import controls; in another, expropriation of foreign trading companies; in a third, cessation of oil production through guerrilla action; and in a fourth outright insurrection. And in many markets an increase in the rate of insolvencies, mirroring a world trading recession.

An imaginary picture, but not overdrawn. If these things did not happen there are plenty that assuredly would: it could be the picture of a quiet year in world trade.

The events selected have something in common: each could spell serious loss for a British exporter. Could, but need not, for they can all be covered by the insurance we in ECGD provide – direct to the manufacturer, or by covering the export house or factor through whom the manufacturer deals, or by guaranteeing a loan direct to the buyer.

We cannot foresee these events; if we could, an exporter would need no more than guidance to avoid them. As it is, only insurance can protect him. It is our business as insurers to take the risks off the exporter's back at premiums based on controlled risks. We control the risks by gathering all available information, assessing the likelihood of various loss-situations, avoiding the few situations too hazardous to offer any reasonable export proposition, and fixing rates for the remainder of the business.

We are able to assess these risks more effectively than even the largest individual exporter. First, we have a staff of specialists; second, we have corporate experience stretching back 50 years; third, we have a network of status agents across the world on a scale appropriate to our turnover of around £3,000 million annually; and fourth, we have access to all Government economic intelligence on overseas markets.

Our knowledge of overseas buyers is indicated by the volume of our operations. We now receive over 200,000 applications annually for cover on individual buyers (clearing five out of every six within two days of receipt) and have standing dossiers on over 230,000 foreign buyers.

Categories of risk

The risks we insure fall into two main categories: risks that the buyer may let the exporter down, wilfully or by the failure of his own business; and risks that his government may prevent him from paying – or even from importing the goods. In recent years we have been paying something like £5 million annually on 'buyer risk' claims (although the figure shot up to £12 million last year). But if we have a fair idea of how much we shall lose in total, we cannot tell where we shall lose it. The Rolls-Royce failure illustrated a lesson ECGD know well: there is no such thing as a 'safe buyer', only a buyer with whom it is prudent to trade – to a figure determined by his soundness and his resources. If industry can be taken unawares by such an event on their own doorstep, how much more difficult is it to trade securely with buyers on the other side of the world? The Rolls affair showed how the most reputable firm can be brought down by trading circumstances: but we face also the risk of irresponsible or fraudulent buyers, relatively few in number but by their nature needing no persuasion to place large orders. And sometimes trading stresses can uncover latent fraudulence in a buyer who has traded honestly for years. A Continental veneer importer was reported to us by a leading credit agency as 'good for £119,000, the directors reliable, respectable, and of integrity.' Within two months of that report their largest customer found he had overbought, and the importers were asking for an extension of time. The next we knew, the two principals had returned to their country of birth leaving unexplained deficiencies, and we faced claims totalling over £180,000. Such occurrences are the reason for our existence.

In general the level of buyer failure in any market is fairly constant, though reflecting the degree of buoyancy or deflation in that market's economy. There is no such consistency in political losses, which characteristically affect the whole of our business in the market concerned. Shortages of foreign exchange can usually, like storms, be watched as they develop, and cover controlled correspondingly. But even a short-term forecast can be upset, for example, by natural disaster, and in political as distinct from economic risks there is no predictability at all: wars, rebellions, coups, cessation of aid, appropriations and repudiations can all fall out of a clear sky.

A simple proposition

All this demonstrates a simple proposition. Though export trading should show a profit, losses on individual contracts are endemic. Expertise can minimize them, but they cannot be avoided – even by specialist credit insurers. But at least they are better borne by these insurers than by individual exporters. And since they can be thus offloaded they are no discouragement from exporting: indeed, to the extent that ECGD facilities are superior to those of competing countries, they may give some competitive advantage.

ECGD insurance is provided on a non-profit-making basis. Large capital contracts are insured individually, but for all other business a single 'Comprehensive' policy covers the bulk of the exporter's business for one or three years ahead. The policy defines the export business which the exporter agrees to insure, the risks covered, and the premium rates in force. The lowest rates apply where the exporter undertakes to insure all his export business, but he may choose to cover only a selection of markets acceptable to ECGD as giving a fair range of risks, or to exclude markets in which he operates through a subsidiary; he can choose whether to insure sales through a United Kingdom merchant; and if he chooses to insure from date of shipment rather than date of contract he can

(Continued on next page)

ECGD, *continued*

thus exclude all his Confirmed Irrevocable Letter of Credit business.

The Comprehensive policy provides a framework within which business is insured as he transacts it. The exporter declares each month the contracts or shipments made in the preceding months, and is invoiced for premium due.

Although we insure business with virtually every market, there has obviously to be some selectivity as to individual buyers. The problem is to operate this selectivity in a way which is not burdensome to the exporter. Up to a substantial figure of outstandings, which varies with the exporter's business but is rarely below £2,000 per buyer, the exporter is left with discretion to trade freely, subject only to normal standards of prudence – either previous satisfactory business on the same scale, or one or more satisfactory reports on the buyer. Beyond this figure, the level of outstandings on which ECGD will meet claims has to be agreed by us: this is where our status information service proves its usefulness.

It might be thought that even this broad control on sizeable sums could prove onerous to the exporter: in practice our experience is that exporters have to be discouraged from relying on our credit management for smaller amounts, rather than using their discretionary freedom.

Complementing this insurance is a range of guarantees to banks providing finance for the credit period, whether to the exporter or direct to the buyer, and attracting favourable interest rates. For supplier credit (where the exporter sells on deferred payment terms and is financed by his bank from shipment until payment is received) the type of guarantee varies as to whether the credit period is above or below two years. For up to two years credit the guarantee is on the lines of the Comprehensive insurance – a guarantee valid for one year covering drawings up to a net figure within that year. The banks by agreement with the Government provide credit against these guarantees at Bank Rate plus ½ per cent. For supplier credit business on longer terms a 'Specific' guarantee is given supplementing the insurance policy and covering the financing of an individual contract: lending by the banks under these guarantees is at the fixed rate of 7 per cent plus a commitment fee.

Buyer credit guarantees

As an alternative to supplier credit financing of large scale capital contracts, we will guarantee the lending by a bank to the buyer out of which he pays his supplier immediately. These buyer credit guarantees (for which the exporter pays premium) attract the same special interest rate. Besides such guarantees for the financing of individual contracts, similar guarantees can be arranged for lines of credit available for numerous purchases from different suppliers within an agreed purchasing programme.

ECGD business in the financial year 1970/71

THE FOLLOWING statement on the past financial year's trading results was issued on June 3 by Mr. R. Fell, Secretary of the Exports Credits Guarantee Department.

'The insured turnover of the Export Credits Guarantee Department in the financial year 1970/71 was £3,225 million, an increase of 19.6 per cent over the previous year. As a percentage of United Kingdom exports ECGD turnover rose from 33 to 36 per cent.

Trading results

'A significant feature of the "commercial" account was the record figure of £24.6 million for claims, which were more than double those paid in the previous year. Premium receipts of £19.6 million were also a record and recoveries were high at £7.4 million compared with £5.7 million. Administration expenses were £4.5 million. After crediting £6.3 million interest (including £4.7 million notional interest on reserves) the surplus was £3.8 million compared with £12.7 million. The cumulative reserve at the end of the year stood at £81.9 million (a summary of the provisional account is set out at the end of this statement).

'The surplus on the "national interest" account was £18 million, compared with £9.4 million in the previous year. Premium income (largely from Buyer Credits and Financial Guarantees) was £17.3 million, compared with £9.3 million, and interest (mainly notional) £2.9 million against £2 million. Claims were £2.3 million compared with £1.9 million and administration expenses were £0.4 million. The cumulative reserve at the end of the year stood at £56 million.

'Financing of exporters by banks against ECGD bank guarantees increased by 53 per cent from £518 million in 1969/70 to £791 million last year. Advances against Financial and Buyer Credit Guarantees increased in the same period from £159 million to £201 million, so that the total amount of bank advances covered by ECGD rose 47 per cent from £677 million to £992 million. Within these totals, finance at Bank Rate (or later at Bank Rate plus ½ per cent) for credits of less than two years increased from £376 million to £522 million, and finance at 5½ or 7 per cent from £301 million to £470 million.

'In the course of the year, increasing interest was shown in Lines of Credit. Nineteen such credits were negotiated for a loan value of £211 million, including the largest facility issued to date for £75 million. By the end of the year there were 35 Lines of Credit on the books for £331 million, of which £158 million had been allocated to 906 firm contracts.

'The increase in the reserves has not kept pace with the increase in our contingent liabilities which, on commercial business, have increased by 44 per cent over the year from £2,168 million to £3,126 million. In consequence, the ratio of reserves to liabilities fell further from 3.6 per cent to 2.6 per cent, compared with a level of around 5 per cent in the mid-sixties. I think this rules out any further reductions in premiums in the foreseeable future, although when we converted to decimal currency we rounded our premiums down for the benefit of policyholders.

Higher claims

'In addition to the volume of claims, their make-up gives cause for concern. Claims due to failure of the buyer to pay totalled, on the commercial account, £6.4 million, reversing the slight improvement last year when they fell to £3.8 million from around £5 million in several preceding years. These are claims from which, by their nature, we expect few recoveries. The more competitive marketing conditions of recent years have resulted in more frequent business failures. Governmental tightening of credit in many countries to control inflation has also led to a greater number of business failures. This is not ECGD's experience alone. Other members of the Berne Union have reported the same trend and in several markets domestic credit insurers have had to increase premiums.

World conditions

'During the year, we have been able to increase the amount of cover available for several markets: the full range of cover was restored for the whole of Nigeria, and slightly improved cover made available for business with Burundi, Macao and Peru (the last due to the refinancing agreements signed by the North American and European banks covering her debt maturities over the next two years). We also had to restrict business in a number of markets.

International co-operation

'ECGD has continued its strong support of the Berne Union, an association of the credit insurers of the main exporting countries. Through the operations of the Berne Union, ECGD is able to obtain, rapidly, information of credit terms being offered in other countries, and in this way lends its support to international co-operation towards avoiding competition on credit terms alone. The objective of Berne Union members is to leave exporters free to compete on price, quality and delivery.

'ECGD has also been active during the year in the OECD, with the same objective in view. We have been trying to secure agreement between governments to exchange information on the credit terms on which exports are officially supported, and we look forward to the time when it will be possible to arrive at inter-governmental agreements on credit terms.

'We have also been studying the implications for ECGD and its policyholders of entry into the Common Market, which would in-

The advantages of export credit insurance are now widely recognized by British exporters: over one-third of all British exports are insured with ECGD. A good proportion of the remainder is still conducted on 'safe' payment terms, i.e. Confirmed Irrevocable Letter of Credit or, for resaleable goods in the safer markets, Cash Against Documents. A survey amongst exporters last year, commissioned by ECGD, showed that the reasons given for not using ECGD were far more often a conviction that the business involved no risk, than any shortcomings in the facilities offered.

Use of ECGD is an important management decision

Nevertheless, amongst a small minority there was evidence of lack of understanding of the facilities available. Some exporters who resisted on price grounds were unaware of the true cost. (From time to time we are told that 'five per cent is too expensive'. All our consumer goods business in fact averages £0.25 per £100 insured.)

Others had simply compared our premiums with their recent bad debt record, ignoring the additional business that can normally be done, on credit terms, with credit insurance – and of course without allowing for what might have happened even though it did not. Some exporters, the survey showed, still believe that we require to cover the whole of a company's exports. Although this is still the broad principle, there are many possible relaxations, and an exporter unaware of these is ill-equipped to decide to reject ECGD insurance.

In a surprisingly high number of cases the report showed that the decision to use ECGD was made by the chairman or managing director of the company. In 47 per cent of cases he makes the decision alone; in an additional 14 per cent he makes the decision with others, and in a further 12 per cent is involved in the decision. Clearly the use of ECGD is now regarded as an important management decision, and it would seem more than ever essential that the decision be taken on full and accurate information. As a starting point, every exporting company should have a copy of the booklet 'ECGD Services'†. But this cannot show in detail the application of credit insurance to a particular firm's export business; for that a visit from one of ECGD's local managers is essential, followed by a quotation of premium rates to allow the company to make an accurate costing, and an indication of the figures of outstandings we would cover on current buyers. Exporting is so competitive that an exporter can hardly afford to rely on guesswork or possibly outdated recollections of what ECGD can offer. We make finding out as easy as we can.

† Obtainable free from Publicity Branch, ECGD, PO Box No. 272, Aldermanbury House, Aldermanbury, London EC2.

volve harmonization of the various national export credit insurance schemes.

Small exporter policies and dollar drive facilities

'With the sustained rapid growth in ECGD's activities, we constantly review our range of facilities and the methods we employ to give service to our policyholders. Our objective is to increase our efficiency and to concentrate our skilled staff where they can do most good. As a result, over the past year, we have discontinued two forms of special cover which have recently been little used. The first is the Small Exporter policy which was introduced some 10 years ago and for which the demand has now fallen off. The second is the special Dollar Drive cover which was originally introduced some 20 years ago to encourage exporters to break into the North American market.

Overseas investment insurance

'We have now been given the job of providing insurance for private investment overseas and we expect to have a scheme in operation early next year. This is a new field for us and we would welcome the views of trade associations and other bodies at this formative stage. Later this year we will be ready to talk with prospective investors.

'This is the first year that I have presented this end-of-the-year statement, in succession to Sir Anthony Percival. He and a number of senior officers retired from the Department during the year under review. I would like to acknowledge the strides made by the Department both in techniques and in turnover, during their years of office. I am sure that those who have taken over from them will strive to continue to make the same sort of progress in the service of British exports.'

	(Commercial) business			(National interest) business	
	1969-70 (Actual)	1070-71 (Provisional)		1969-70 (Actual)	1970-71 (Provisional)
			£ million		
Insurance a/c income:					
Premium	16·3	19·6		9·3	17·3
Recoveries	5·7	7·4		0·3	0·5
Interest	6·0	6·3		2·0	2·9
	28·0	33·3		11·6	20·7
Insurance a/c expenditure:					
Claims payments	11·2	24·6		1·9	2·3
Administration and services	4·1	4·5		0·4	0·4
	15·3	29·1		2·3	2·7
Insurance a/c balance	12·7	4·2		9·3	18·0
Bank Guarantee a/c balance†	(Cr.) ‡	(Dr.) 0·4		(Cr.) 0·1	(Dr.) ‡
Increase or decrease in Revenue balance	12·7	3·8		9·4	18·0
Cumulative reserve at beginning of year	65·4	78·1		28·6	38·0
Cumulative reserve at end of year	78·1	81·9		38·0	56·0

† Bank guarantee claims are normally recovered, either by payment of a claim under the insurance or by recourse to the exporter. A separate account is kept for bank guarantees: as this is largely a matter of 'leads and lags', only the balance of this account is shown in the above tables.
‡ Negligible

EXPORT CREDITS GUARANTEE DEPARTMENT: STATUTORY RETURN

DURING the quarter ended March 31, 1971 the Department assumed liability:

(a) under Section 1 of the Export Guarantees Acts, 1968 and 1970, up to a maximum of £431,626,777 in respect of guarantees amounting to £591,288,010.

(b) under Section 2 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £149,419,888 in respect of guarantees amounting to £152,328,350.

The Government and British advertising

THE ADVERTISING INDUSTRY'S importance in stimulating competition and enabling demand to be raised to its optimum level was emphasized by Lord Drumalbyn, Minister without Portfolio, speaking at the Advertising Association Conference on June 2. Speaking as the immediate past chairman of the Advertising Standards Authority as well as a member of the Government, he recognized the high standards prevailing in British advertising. He also sketched, in broad terms, what the Government hopes for from the industry.

'First is what the Government expects of all industry – close and and continuous attention to cost effectiveness; a constant readiness to question established habits; a constant search for better methods of evaluation – and let me say how much the Government welcomes the lead that the Adverising Association is giving in the study of such methods with the co-operation of academic economists. I say this is no spirit of criticism, for I have seen for myself evidence of the restless experiment and drive directed at getting better results for the same cost or equal results at less cost in the industry.

'Secondly, advertising, perhaps more than any other activity, has to have increasing regard to its impact on public opinion as a whole – not simply the reactions of potential buyers of the product or service advertised, but the opinion of the public about advertising, about advertisers and about their methods.

'We all know that it is a human failing to want things both ways – to have the advantages without any of the disadvantages. For example, we want the freedom to get in our cars and drive when and where we want, but we complain of the resulting traffic jams, the noise, and the fumes that we help to create, and, of course, the taxes we pay to alleviate these disadvantages. And there are always those who do not want that sort of freedom anyway and just want to be left alone to enjoy an idyllic isolation. And there are those also who are chronically and incurably anti – whatever one does. But some do mellow and grow out of it; and some never do. . . .

'Those of us who share your faith in advertising are keenly aware that faith has to be justified not merely by works, not merely by results, but by patient handling not so much of the unbeliever – the inconvertible – but of the doubter and the person whose feeble faith is shaken by the slightest trust in the luck of the game.

'Some people you will never please; and certainly you cannot please everyone any of the time. Yet it is dangerous to discuss complaints or criticism out of hand. A critic or a complainant disregarded often becomes a critic militant. And if there is any substance in the criticism or complaint – any substance at all – you may find that what was once regarded as a scattered and irresponsible group of malcontents with unreasonable or extravagant complaints has become a claimant minority which no democratic government can afford to ignore.

'I am not talking of the "image" of advertising. I do not hold with such graven gallimaufries, which are apt to emerge more as gargoyles than as ganymedes, I am talking of the responsibility of those who supply goods and services for ensuring that they let their public know what to expect of them and that their public gets what they have good reason to think they will get – whether it is in the goods and services themselves, or in the marketing means adopted to encourage the public to avail themselves of them.

'Advertising campaigners can be, and perhaps still more marketing schemes can be, sweet in the mouth and bitter in the belly. Though brilliantly successful in terms of immediate results, they may nevertheless leave here and there infections which can slowly build up into an affliction of the body politic.

'The more complicated consumer goods become, the more important grows their servicing. We all know the snags of guarantees, and it is the Government's intention to remove one bone of contention by making the exclusion of the normal sale of goods warranties unlawful.

'The rapid growth of mail order and the advertising which is its life-blood is another target for criticism. Much of the criticism, as always, is unjustified, and credit is due to the responsible press for the vigilance and succour that they provide. But there is plenty of room for new techniques to serve the consumer better.

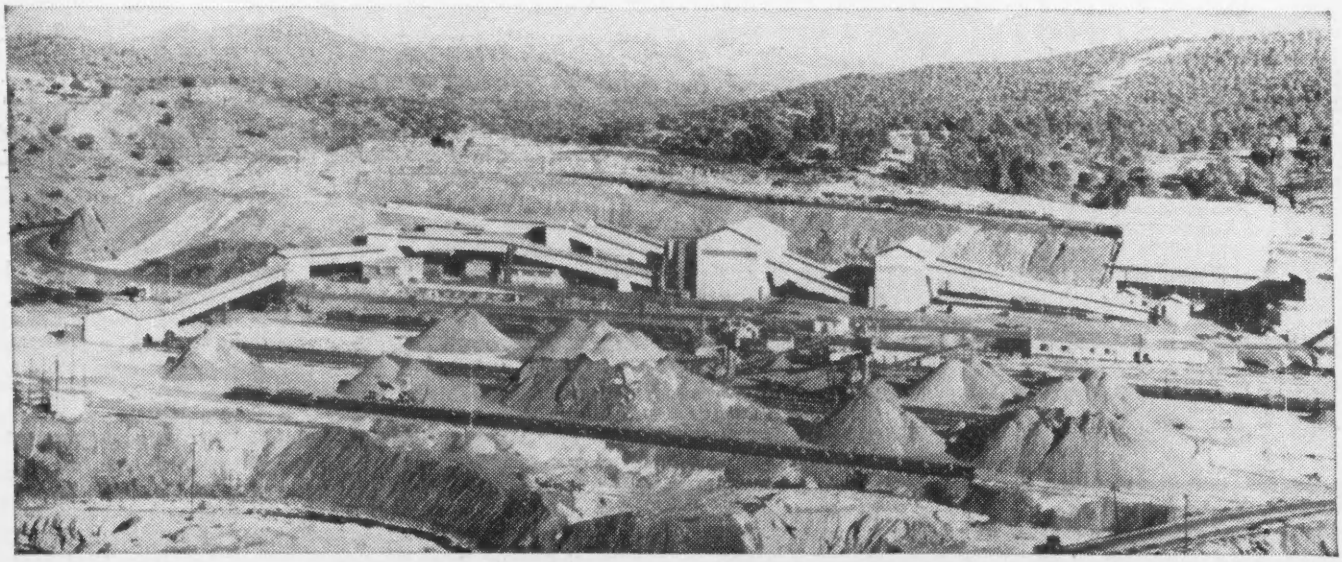
'We have recently seen how competitions are vulnerable to unforeseen legal hazards; they, too, can leave behind them a proportion of dissatisfied competitors – small perhaps, but none the less too many for complacency. And the same may be said of many other promotions, where the customer feels that his efforts and expectations have been unfairly frustrated. A little extra care in planning or in administration on both can save a lot of trouble.'

Official appointments

THE SECRETARY of State for Trade and Industry has authorized the following appointments:

Mr. J. T. Machowicz to be deputy chairman of the North Western Gas Consultative Council, in succession to Councillor Mrs. R. V. Royle Higginson, who retires on June 23.

Mr. A. E. Randall-Edmunds of Penarth as chairman of the South Wales Electricity Consultative Council in succession to Alderman E. T. Kinsey-Morgan, who recently retired.



A new plant designed to handle 1.2 million tons per year of pyrites has now been commissioned at Minas de Rio Tinto approximately 70km north-west of Seville, Southern Spain. Complete management of the project including an initial feasibility study, overall engineering and final commisioning was undertaken by GEC-Elliott Mechanical Handling Ltd. (a GEC-Elliott Automation company).

Businessman to advise Government on property management

MR. TIMOTHY SAINSBURY, a director of J. Sainsbury Ltd., has been invited to join the Government's team of businessmen based in the Civil Service Department under the leadership of Mr. R. A. Meyjes.

Mr. Sainsbury is to study and make recommendations on the exercise of the property management function in Government, taking account of the type and distribution of departmental holdings of land and buildings and the particular constraints which apply to Government activity in this field, with a view to ensuring that holdings are put to the best use and that their total extent is kept to a minimum.

Mr. Sainsbury will be working on his project on a half-time basis, and is expected to join the team early in June.

Background note

The appointment of Mr. R. A. Meyjes, former marketing co-ordinator of Shell International Petroleum Co., to take the lead among a small group of business managers serving the Prime Minister and the Government was announced on June 26 last year. Two of the original members of the team have completed their projects and returned to their companies: Mr. A. Fogg of PA Management Consultants Ltd., and Mr. K. F. Lane of the Rio Tinto Zinc Corporation Ltd. Mr. Lane is continuing to work part-time for the Department of Employment.

Objectives of the Manpower and Productivity Service

MR. ROBERT CARR, Secretary of State for Employment, announced the outcome of a review of the objectives of the Department of Employment's Manpower and Productivity Service, in a written answer to a Parliamentary Question on May 27. He said:

'After reviewing the objectives of the Manpower and Productivity Service I have decided that it should concentrate in future on work related to the manpower and industrial relations functions of my Department. In addition to conciliation in industrial disputes the Service will continue to provide advice to industry on such matters as the efficient use of manpower, labour productivity, labour turnover and absenteeism, payment systems and personnel practices. It will no longer concern itself with questions of general efficiency outside those fields except to the extent necessary to carry out its main tasks.

'The work done by the Service during the past two and a half years has been widely appreciated and I am sure it will continue to play an important part in improving industrial relations and in promoting the more efficient use of manpower.'

Background notes:

The Manpower and Productivity Service was set up in its present form in 1968 to promote higher productivity and greater efficiency in industry and commerce.

The Service is responsible for conciliation in industrial disputes and carries out advisory work consisting of short visits to firms to advise them on immediate problems (about 4,000 a year) and longer-term diagnostic surveys (about 300 a year). In addition the MPS is responsible for handling and following up procedure agreements and arrangements notified to the Department on a voluntary basis.

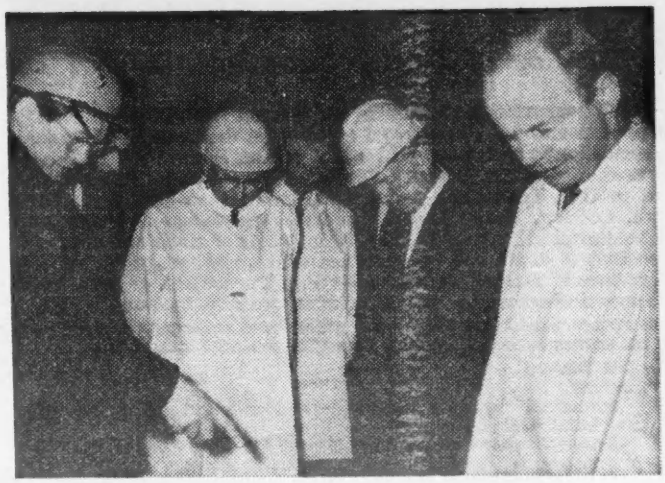
The total staff at present is about 250 of whom about 190 are in the regions and the remainder, including a small Central Consultancy Service, at headquarters.

The change in objectives means that the Central Consultancy Service will no longer be needed in its present form and this will involve a small number of redundancies. But it will not mean large reductions in the staffing of the Service as a whole. The MPS developed out of the Ministry of Labour Industrial Relations Service and manpower and industrial relations have always accounted for the greater part of its work.

Factsheets on Britain and Europe—No 6, Social Security

THE SIXTH in the series of Government Factsheets on Britain and Europe deals with the systems of social security in operation in the various countries of the Common Market, and compares them with the British provisions for pensions, family allowances, unemployment benefits and the health services. Although the social service schemes in the Six vary from country to country, one of the aims of the Treaty of Rome is to harmonize the provisions made in order to protect the rights of people who may move from one country to another.

Copies of Factsheet No. 6 are available free of charge at post offices.



A Belgian visitor to the Derby incinerator plant of International Combustion Ltd. M. Thienpont, chief engineering and director of technical services in the Secretariat of Higher Councils on water purification and distribution, Ministry of Public Works and the Family, was on a tour of the industrial manufacturing organizations in the United Kingdom, organized by the Department of Trade and Industry for the purpose of inspecting incineration and refuse disposal equipment. From left to right: Mr. G. D. Kelsey, Products Design Engineering Dept. IC (partially obscured); Mr. P. Attenborough, IC; M. Thienpont; M. Monnoyer, Bureau Technique, BIA, Belgium; Mr. L. Tomblin, Derby District Incineration plant superintendent; and Mr. A. F. Coppin of the DTI.

Mr. Nickolas Trunkov (second from left), Bulgaria's First Deputy Minister of Agriculture and Food, headed a six-man team which visited Heinz headquarters at Hayes Park and Watford recently. In this picture at the Heinz office in Watford, Mr. John Ludbrook, computer services manager, explains the part played by an ICL 4/50 computer in the complex system of scheduling production and materials in Heinz factories.

Prevention of Fraud (Investments) Act 1958

THE 1971 EDITION of the annual publication containing particulars of persons and firms authorized to carry on the business of dealing in securities as at January 31, 1971 has been issued by the Department of Trade and Industry ('Particulars of Dealers in Securities and of Unit Trusts 1971', obtainable from HMSO, 49 High Holborn, London, WC1V 6HB). It contains the names and addresses of holders of principals' licences, of members of stock exchanges, of associations of dealers in securities which are recognized by the Department, and of exempted dealers. Particulars of unit trust schemes authorized by the Department are also included.

THE FOLLOWING changes are those which have occurred since January 31 and entries in the 1971 edition should be amended accordingly.

Licensed Dealers

Additions

Associated Japanese Bank (International) Ltd., 29/30 Cornhill, London, E.C.3.

Brown Sinclair and Company (David Laurence Brown), Britannic House, St. Peters Road, Bournemouth, Hants.

Burlington Investments Ltd., 30 Upper Grosvenor Street, London, W1A 2LT.

Company Developments Ltd., 15 Station Road, Solihull, Warwickshire.

Compass Finance (UK) Ltd., 54-60 Gresham Street, London, E.C.2.

David Samuel Trust Ltd., 10-12 Cork Street, London, W1X 1PD.

Duboff Brothers Ltd., 72 Welbeck Street, London, W.1.

Earnings (Finance) Ltd., Pinners Hall, Austin Friars, London, E.C.2.

Fox-Pitt Kelton Inc., 3 St. Dunstans Lane, London, E.C.3.

Goulston Finance Corporation Ltd., 51 Grosvenor Street, London, W.1.

Grimshawe-Wakefield & Co. Ltd., Pennine House, Russell Street, Leeds 1.

Japan International Bank Ltd., 7-8 King Street, London, E.C.2.

London Multinational Bank (Underwriters) Ltd., 149 Leadenhall Street, London, E.C.3.

London Wall Money Management Ltd., 6 Angel Court, London, EC2R 7HJ.

Security Growth Ltd., 5 Baker Street, Weybridge, Surrey.

Smith & Williamson Securities, Scottish Union House, 25 Bucklersbury, London, E.C.4.

Stenhouse Fund Management Ltd., 145 St. Vincent Street, Glasgow, C2.

Deletions

City Finance for Commerce Ltd., 71 Lower Sloane Street, London, S.W.1.

Goulston Banking Corporation Ltd., 51 Grosvenor Street, London, W.1.

Changes of Address

Anscon Ltd., 34 St. James Street, London, S.W.1.

C. Kirkland-Whittaker Ltd., St. Alphage House, Fore Street, London, E.C.2.

Stock Market Analysts, 58a High Street, Esher, Surrey.

Trade and General Securities Ltd., 1-5 Harley Street, London, W1N 1DA.

Change of Name

Innes Segal and Company Ltd., has change its name to Innes Millar and Company Ltd.

Change of Name and Address

Eurodeal Ltd., has changed its name to Western American Eurodeal Ltd., and its address is now 18 Finsbury Circus, London, E.C.2.

Exempted Dealers

Additions

The Bank of Tokyo Trust Company, Northgate House, 20-24 Moorgate, London, E.C.2.

English Transcontinental Ltd., 2 London Wall Buildings, London, E.C.2.

Lloyds & Bolsa International Bank Ltd., 40-66 Queen Victoria Street, London, E.C.4.

Changes of Address

Discount Bank (Overseas) Ltd., 63-66 Hatton Garden, London, E.C.1.

Federated Trust & Finance Corporation Ltd., 1 Love Lane, London, EC2V 7JJ

National and Grindlays Bank Ltd., 23 Fenchurch Street, London, EC3M 3DD.

On March 12, 1971 an Order of the Board of Trade was made declaring the Provincial Brokers Stock Exchange to be a recognized stock exchange pursuant to section 15 of the Act and the Order made on July 8, 1939 declaring the Exchange to be a recognized association of dealers in securities was revoked on the same date. The Provincial Brokers Stock Exchange should therefore be transferred to Part 2 of the booklet.

AUTHORIZED UNIT TRUST SCHEMES

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part 5 of the 1971 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
The British Life Office Ltd., Reliance House, Tunbridge Wells, Kent	British Life Balanced Fund	Midland Bank Executor and Trustee Company Ltd., Poultry London, EC2
The British Life Office Ltd., Reliance House, Tunbridge Wells, Kent	British Life Opportunity Fund	Midland Bank Executor and Trustee Company Ltd., Poultry, London, EC2
The British Life Office Ltd., Reliance House, Tunbridge Wells, Kent	British Life Capital Fund	Midland Bank Executor and Trustee Company Ltd., Poultry, London, EC2
The British Life Office Ltd., Reliance House, Tunbridge Wells, Kent	British Life Dividend Fund	Midland Bank Executors and Trustee Company Ltd., Poultry, London, EC2
Transatlantic and General Securities Company Ltd., 91-99 New London Road, Chelmsford, Essex	The Merlin Fund	Barclays Bank Trust Company Ltd., 54 Lombard Street, London, EC3
Kleinwort Benson Unit Managers Ltd., 20 Fenchurch Street, London, EC3	KleinwortBenson Unit Fund	Lloyds Bank Ltd., 71 Lombard Street, London, EC3P 3BS
Bridge Trust Management Company Ltd., Canoe House, Monument Street, London, EC3	Bridge Income Unit Trust	Lloyds Bank Ltd., 71 Lombard Street, London, EC3P 3BS
Bridge Trust Management Company Ltd., Canoe House, Monument Street, London, EC3	Bridge Capital Unit Trust	Lloyds Bank Ltd., 71 Lombard Street, London, EC3P 3BS
Key Fund Managers Ltd.,, 31 Throgmorton Street, London, EC2	The Key Income Fund	General Accident Fire and Life Assurance Corporation Ltd., General Buildings, Perth
M & G Securities Ltd., Lee House, London Wall, London, EC2	The M & G Japan & General Fund	Lloyds Bank Ltd., 71 Lombard Street, London, EC3P 3BS
Alben Trust Managers Ltd., 14 Finsbury Circus, London, EC2	Alben Trust	The Royal Bank of Canada Trust Corporation Ltd., 30-32 Ludgate Hill, London, EC4
Jascot SecuritiesLtd.,21 Young Street, Edinburgh, EH2 4HU	Jascot Commodity Share Unit Trust	The Royal Bank of Scotland, Ltd., P.O. Box 51, St Andrews Square, Edinburgh
J. Henry Schroder Wagg & Co. Ltd., 120 Cheapside, London, EC2V 6DS	Schroder Europe Fund	Lloyds Bank Ltd., 71 Lombard Street, London, EC3P 3BS
Lazard Brothers and Co. Ltd., 11 Old Broad Street, London, EC2P 2HT	Lazard Investment Fund	National Westminster Bank Ltd., 41 Lothbury, London, EC2
Lazard Brothers and Co. Ltd., 11 Old Broad Street, London, EC2P 2HT	Lazard Capital Fund	National Westminster Bank Ltd., 41 Lothbury, London, EC2
Lazard Brothers and Co. Ltd., 11 Old Broad Street, London, EC2P 2HT	Lazard Income Fund	National Westminster Bank Ltd., 41 Lothbury, London, EC2
Legal and General-Tyndall Fund Managers Limited, 18 Canynge Road, Bristol, BS99 7UA	Legal and General-Tyndall Fund	Williams & Glyn's Bank Ltd, 20 Birchin Lane, London, EC3
Target Trust Managers Ltd., 16 Coleman Street, London, EC2	Target Investment Trust Fund	Williams & Glyn's Bank Ltd., 20 Birchin Lane, London, EC3

Changes

The name of the Managers of Disretionary Capital Unit Fund has been changed from Discretionary Capital Managers Ltd., to G.T. Unit Managers Ltd.

The name of Discretionary Capital Unit Fund has been changed to G.T. Capital Fund.

The name of Trust of Bank and Insurance Shares has been changed to Save and Prosper Financial Securities Fund.

Hodge Unit Trust Managers Ltd. has changed its name to Second Oceanic Unit Trust Managers Ltd.

The name of the Managers of E.P. Growth Fund has been changed from Fordham Unit Trust Managers Ltd. to E.P. Fund Managers Ltd.

The entry for Trust of Bank Shares should be deleted.

The entry for Scotbor Balanced Fund should be deleted.

The Trustee of Dragon Growth Trust has been changed from

Barclays Bank Trust Company Ltd. to Lloyds Bank Ltd.

The name of First Investors and Savers Competitive Capital Fund has been changed to Vavasseur Investment Trust Units.

The name of First Investors and Savers Enterprise Fund has been changed to Vasasseur Enterprise Growth Fund.

The name of Capital Expansion Trust has been changed to Vavasseur Capital Expansion Trust.

The name of The Midlander Unit Trust has been changed to Vavasseur Midlander Unit Trust.

The Investors Growth Fund has been terminated.

The address of Hill Samuel Unit Trust Managers Ltd. has been changed to PO Box 173, N.L.A. Tower, 12-16 Addiscombe Road, Croydon, CR9 6AL.

The Trustee of Ulster Hambro Growth Unit Trust has been changed from Belfast Bank Executor and Trustee Company Ltd., to Northern Bank Executor and Trustee Company Ltd., 10 High Street, Belfast, BTI 2DP.

The name of Education Technology and General Unit Trust has been changed to Oceanic Progressive Unit Trust.

The name of Hodge Asset Value Unit Trust has been changed to Oceanic Performance Unit Trust.

The Manager of First Investors and Savers Income Fund has been changed from First Investors and Savers Unit Managers Limited to Vavasseur Unit Management Limited.

The name of First Investors and Savers Income Fund has been changed to Vavasseur Financial Fund.

The name of Dragon Growth Trust has been changed to Oceanic General Unit Trust.

The name of Hodge Power Unit Trust has been changed to Oceanic Investment Trust Units.

Push packaging machinery exports—with the aid of EIS

Demand throughout the world for new and better forms of packaging and improved methods of product presentation for effective selling, means that suppliers of packaging machinery should be aware of these opportunities so that they may exploit them to the full. With worldwide demand for imported packaging machinery running at around £200 million and the United Kingdom currently exporting nearly £20 million to meet this demand there is clearly scope for improving sales from this country.

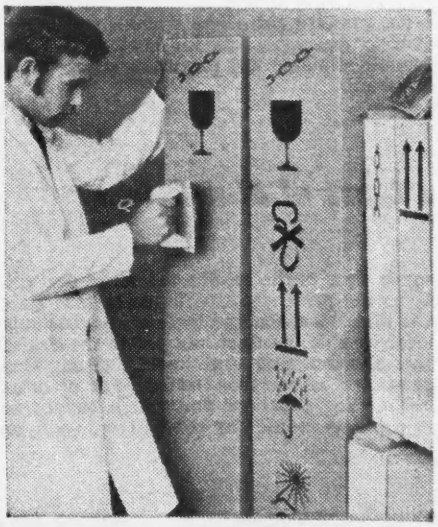
One way of getting early knowledge of export opportunities for packaging machinery or other products is through DTI's computer-based Export Intelligence Service. Information on export opportunities (much of it exclusive to EIS) is reported daily to DTI's Export House in London by commercial staff at 220 British Embassies, High Commissions and Consulates throughout the world and EIS's computer-based service is geared to ensure that this information reaches its subscribers by first-class mail within 48 hours of its receipt. For only £25, a subscriber to EIS gets 500 items of export market information tailored to his needs – in other words 5 new pence buys him a chance of export business worth infinitely more. Those 500 items can be supplied over any period of time, and the subscription is not due for renewal until they have all been received.

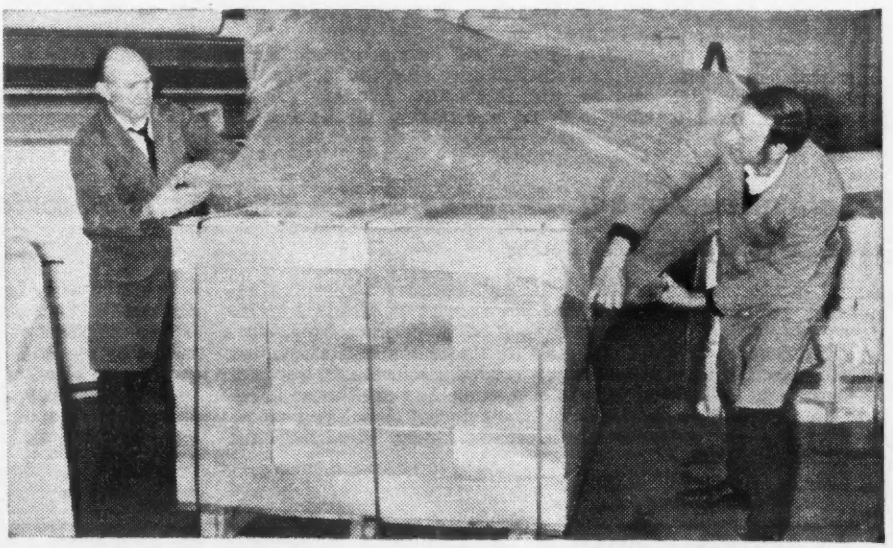
Over the past six months the Export Intelligence Service has sent out nearly 200 export opportunities relating to packaging machinery. These have been specific opportunities, agency inquiries, calls for tender, etc., and have originated from over 50 countries. The fact tha this service can provide worldwide coverage or coverage of any specific area or area will be very attractive to any exporter looking for new markets. The range of inquiries received has been large with something to suit all tastes, examples of this are: packaging and wrapping machinery for a large French food manufacturer; machinery for packaging cosmetics for a German firm; machinery for a new brewery in Hungary; tea bagging machinery for the USSR; and machinery for packaging pharmaceuticals in Japan.

The Export Intelligence Service also provides interested subscribers information about particular trade promotions such as the Danish Trade Drive 1972. Several commodities have been chosen as targets for this trade drive, including packaging machinery and detailed information about the trade drive and associated market opportunities are being sent to industry through the Export Intelligence Service. Both exporters interested in the Danish market only and those anxious to obtain a bigger worldwide share of the ever-growing packaging industry market will find a subscription to the Export Intelligence Service an invaluable investment.

More information: Department of Trade and Industry, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757; telex 886143 BOTHILGATE Ldn); or the nearest DTI Regional Office or DTI's offices in Scotland and Wales.

PACKAGING SERVICES FOR EXPORTERS





Left: The six most commonly recognized pictorial handling instructions for non-dangerous goods, recommended in BS 2770, are now available in the Lawco international range of despatch stamps and stencils. Using the stamps and stencils, anyone can print the symbols bodly, sharply and instantly on to almost any type of export consignment. Stamps are mounted on a wooden handle to ensure even pressure during application. Right: A while-you-wait shrinkwrapping service for palletized loads in units up to one ton has been introduced by Gordon & Gotch (Export Packers) Ltd. The service for United Kingdom distribution as well as export packs is operated at the Gordon & Gotch shrinkwrapping plant and warehouse, Upper and Grange roads, Plaistow, E13. 'The customer telephones for an appointment' says Cyril Perram, group warehouse manager, 'and sends his lorry round. By the time the last pallets are being unloaded the first pallets have been shrinkwrapped and are ready for reloading.'

Proposal to end import duty drawback schemes

THE DEPARTMENT of Trade and Industry is proposing to end the following import duty drawback schemes, or parts of schemes as detailed in HM Customs and Excise Tariff.

1. Quebracho extract: items 3 and 4.
2. Cuprammonium products: items 2 and 4.
3. Heat absorbing glass.
4. Linseed oil: item 1.

Any interested party wishing to support or oppose these proposals should do so in writing to the Department of Trade and Industry, Tariff Division (D)2, Central Buildings, Matthew Parker Street, London, S.W.1, not later than June 26, 1971.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 23.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	4-Ethylphenol	Para ethyl phenol	December 31, 1971	13615
29.31	Dapsone	As in previous column	December 31, 1971	11829
29.35	Betahistine dihydrochloride	Betahistine hydrochloride 2-(2-methylaminoethyl) pyridine dihydrochloride	December 31, 1971	13608

Application for the removal of the import duty on certain essential oils, not terpeneless

THE DEPARTMENT of Trade and Industry give notice that they are considering an application for the removal of the import duty on the following essential oils, not terpeneless:

Orange, Clove, Citronella, Patchouli, Cedarwood

All the oils covered by the investigation are classified to tariff sub-heading 33.01(A) (3) (a)(i) where the present full rate of duty is 8 per cent, CPA and EFTA free.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement of case, together with an undertaking in these terms should be addressed in writing to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1 not later than June 29, 1971.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Department of Trade and Industry at the above address. Such representations, in summarized form and without attribution to source, may be passed to the applicants for comment. Those making representations should stipulate any particular points which they do not wish to be disclosed.

Application for anti-dumping duties on imports of certain types of aluminium and of aluminium alloy

AFTER A FULL INVESTIGATION of the anti-dumping application announced on October 7, 1970, the Department of Trade and Industry have found that imports from Austria, Belgium, Italy, Norway and Sweden of sheet and strip of aluminium and aluminium alloy, types SIB SIC NS3 and closely related specifications, were not at the time of their investigation being shipped to the United Kingdom at dumped prices. The Department do not therefore propose to take any action under the Customs Duties (Dumping and Subsidies) Act 1969.

It has however been made clear to the parties concerned that this decision is related solely to the price situation in early 1971 (and not to the situation at the time when the application was first submitted by the British industry); that it would be open to the British industry to make a further anti-dumping application if at any time in the future they had reason to believe that further price or other changes had produced a dumping situation; and that it cannot be assumed that the same decision would be reached on such an application.

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St Michael®

Marks & Spencer Ltd

Another year of intensive growth. Sales: £416,685,000. Profits: £50,115,000

The 45th Annual General Meeting of the Company was held at The Dorchester Hotel, Park Lane, London, W.1. on Monday, 7th June, 1971. The following are extracts from the statement by the Chairman, Mr. J. Edward Sieff:

The Year's Results

Sales have increased by £55,750,000—the largest increase in any single year—to £416,685,000. This includes exports amounting to £9,349,000. Profits before tax have increased from £43,705,000 to £50,115,000. After deduction of Corporation Tax, £31,215,000 is available for distribution.

The Directors recommend a final dividend of 29½%, making a total of 42½% against 37½% last year. This will leave, as retained profit for the year, £8,220,000 to be added to the reserves of the Company. The Board has decided to capitalise a part of these reserves and it is proposed that a scrip issue be made of one new Ordinary Share for each two existing Ordinary shares. This will utilise £26,930,000 from our reserves and bring our capital structure more into line with the capital employed in the business.

Balance Sheet

You will see from our Balance Sheet that, during the year, we sold thirteen Store Properties, for £7,500,000, to The Prudential Assurance Company and leased them back on new terms. This transaction, together with our existing cash and expected future retentions, gives us ample finance for our development programme for a number of years ahead.

General Survey

The year's results and the consistent growth shown in the Ten-Year Statement can be attributed to three main factors:—our massive investment in store development; the effort which we and our suppliers devote to creating, producing and improving "St Michael" merchandise; and our concern to maintain the confidence and goodwill of customers and staff.

Store Development

During the year 32 projects were completed, adding 300,000 sq. ft. of new selling space. In the new year we expect to construct 3 new stores, 1 replacement store and 20 important extensions, increasing footage by 200,000 sq. ft. This will bring the number of our stores to 249, with a total selling area of nearly 5,000,000 sq. ft. Although we have concentrated our developments on extending our stores in the large areas of population, we continue to acquire sites where we are not yet represented. We believe that the public prefer the traditional shopping areas and that the provision of adequate car parking facilities is essential.

The Marble Arch Store

The most exciting event of our year has been the opening in October of our Marble Arch extension, which has more than doubled the footage on this premier site in London's Oxford Street to 70,000 sq. ft.

This spacious store draws crowds throughout the year and has created great public interest and goodwill. It is a magnet to overseas visitors and is thus a valuable earner of foreign currency for the country.

St Michael Clothing

Clothing sales, including our growing footwear and household textiles departments, have increased by £42,064,000 to £297,765,000.

This has been a most unpredictable year for the fashion trade and doubts about the future trends of fashion still persist. However, our designers, selectors and advisers visit the main textile fairs and garment exhibitions in Europe and America and have produced some excellent ranges of fabrics, colours and styles. Similarly, our technologists are constantly seeking scientific and technical developments in fibres, fibre blends and dyestuffs, so as to improve the quality and performance of our goods, 99% of which are British made.

St Michael Foods

Sales this year reached £109,571,000 compared with £97,214,000 last year. The rate of growth in the second half of the year has accelerated because we have steadfastly upheld the high quality standards which our customers expect. We have extended our range of prepared vegetables, bakery goods, dairy products, fresh meat and poultry.

Exports

Our Export Department is making steady progress. We are developing a closer relationship with selected retailers abroad, a number of whom operate "St Michael" shops stocked exclusively with our merchandise.

Decimalisation

The changeover to decimal currency was effected with great smoothness in our stores, which we completely re-equipped with the most modern cash-handling machines at the cost of some £3,000,000. We carried out a thorough training programme for all staff during 1970, with refresher sessions before Decimalisation Day. Great credit is due to our staff for the ease with which the changeover was made.

Tribute to Manufacturers

I warmly thank our suppliers for their co-operation and support in a year in which we all experienced many problems. We are confident that, whatever the difficulties which may confront us in the future, we shall solve them together and continue to improve the values which our public expects.

Tribute to Staff

The emphasis we place on good human relations is reflected in the happiness and loyalty of our staff and their record of long service. I know that you will wish to join me in thanking all of them for their devotion and enthusiasm.

TEN YEAR GROWTH

YEAR ENDED 31st MARCH	TURNOVER	PROFIT BEFORE TAX
1971*	£416,685,000	£50,115,000
1970	£360,935,000	£43,705,000
1969	£317,336,000	£38,123,000
1968	£282,306,000	£33,871,000
1967	£255,770,000	£30,659,000
1966	£238,015,000	£29,618,000
1965*	£219,791,000	£27,506,000
1964	£201,494,000	£24,920,000
1963	£184,878,000	£22,305,000
1962	£172,826,000	£21,185,000

*(53 weeks)

A COPY OF THE FULL REPORT CAN BE OBTAINED FROM THE REGISTRAR, MICHAEL HOUSE, BAKER STREET, LONDON, W1A 1DN.

If your company's going places move to the Areas for Expansion

The difficulties which can restrict a company's expansion in the heavily congested areas of the Midlands and South East England are much less of a problem in the Areas for Expansion. These consist of the Development Areas, the Special Development Areas, the Intermediate Areas and Northern Ireland.

Here you can find room to expand, readily available labour, good communications and cash grants.

If your company's expansion is held back by inadequate premises, you should consider the advantages of a spacious new factory with room for future extensions and with good access to transport facilities in the Areas for Expansion.

If cash is needed to realise growth potential quickly, the government incentives include: building grants at improved rates of up to 45% (subject to legislation) in the Special Development Areas and Development Areas, and at rates of up to 35% in the Intermediate Areas; and new tax allowances (also subject to legislation) on expenditure on machinery and plant.

In the Special Development Areas and Development Areas, loans can be arranged on moderate terms.

New undertakings being brought into the Special Development Areas can be considered for operational grants of 30% of eligible wage and salary costs during the first three years of operation.

As a bonus, your new factory can be sited close to some of the most attractive and culturally alive parts of the country —where opportunities for sport and leisure activities will be numerous. The Areas for Expansion could therefore help to expand both your business and your horizons.

For a confidential discussion of your company's requirements get in touch with us at "Industrial Expansion" at the Department of Trade and Industry. Filling in the coupon is the first step towards getting the facts. Why not do it now? Or telephone 01-222 7877 Ext 3333.

Certain areas hitherto designated as Development Areas have now been made Special Development Areas and a few new areas have been given Intermediate Area status.

Post to: Industrial Expansion, (TIJ5) Department of Trade & Industry, 1, Victoria Street, London, S.W.1.

Please send me literature describing the benefits available in the Areas for Expansion.

Name.....

Position in Company.....

Company.....

Nature of Business.....

Address.....

Get the facts from the **Department of Trade & Industry**

UK Ministers to attend OECD ministerial meeting

MR. MICHAEL NOBLE, Minister for Trade, and Mr. Terence Higgins, Minister of State, HM Treasury, were due to represent the United Kingdom at the Ministerial Council meeting of the Organization for Economic Co-operation and Development in Paris on June 7 and 8. The subjects for discussion included economic prospects and policies in the OECD area; prospects for international trade; and policies for co-operation with developing countries.

Proposed acquisition of Rippingilles Ltd by the Valor Company Ltd

HAVING CONSIDERED the proposed acquisition of Rippingilles Ltd., by The Valor Company Ltd., in the light of their responsibilities under the Monopolies and Mergers Act 1965, the Department of Trade and Industry make the following announcement.

The offer dated May 7 for the Ordinary share capital of Rippingilles Ltd., on behalf of The Valor Company Ltd., was conditional upon notification by the Department of Trade and Industry that they did not intend to refer the proposed acquisition to the Monopolies Commission. The Department cannot give such notification as it is their intention that, if arrangements were still in progress or in contemplation which, if carried into effect, would result in a merger, the matter would be referred to the Monopolies Commission.

Proposed amendments to Schedule 3 of the Weights and Measures Act 1963

THE DEPARTMENT of Trade and Industry has invited a number of interested organizations to comment on a proposal to add a metric weight of 75 g to the range of weights in paragraph 5 of part V of Schedule 3 to the Weights and Measures Act 1963, which sets out the values of metric weights permitted for use in trade.

Any organization which has not been consulted by the Department may obtain full information about the proposals from Standards, Weights and Measures Division, Department of Trade and Industry, 26 Chapter Street, London, SW1P 4NS.

National conferences on metrication

THE METRICATION BOARD is organizing a series of national conferences on the progress of metrication in industry. The first, 'Going Metric – Industrial Materials: Progress and Future Programmes' will be held at the Mount Royal Hotel, Bryanston Street, London, W.1 on July 7. This will be followed by a second conference at the same hotel on July 14 'Going Metric – Building and Civil Engineering: Progress and Future Programmes in Design, Materials and Construction'. A two-day conference on electrical and mechanical engineering is being planned for the autumn.

At each conference speakers will describe their experiences in planning and carrying out the metric change in the industries they represent. This will give an authoritative and up-to-date picture of the progress of metrication in each sector. Speakers will also discuss the future metrication plans and programmes of their industries and organizations.

A guide to graduate training for industry

A GUIDE to the promotion of specialized technology courses† for engineering graduates has been published by the Post-Graduate (Bosworth) Liaison Committee set up by the Department of Trade and Industry.

The booklet provides guidance particularly for those in industry who are likely to play a part in setting up new courses in specialized technology in accordance with the Bosworth reports. It sets out the objectives of such a course and some forms it might take, and offers guidance on planning and sources of extra finance.

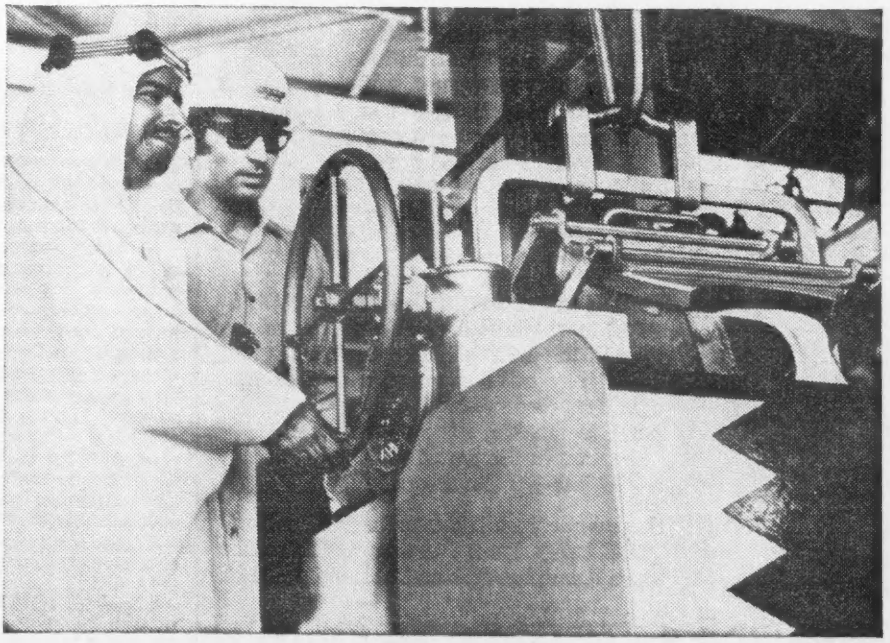
The guide emphasizes the need for extensive industrial participation at all stages so as to form an effective mobilization of industrial and academic resources.

The functions of the Liaison Committee, which comprises representatives from the University Grants Committee, the Science Research Council and the Engineering Industry Training Board, as well as DTI, are described in the booklet, which is being circulated free of charge to the academic field and industry.

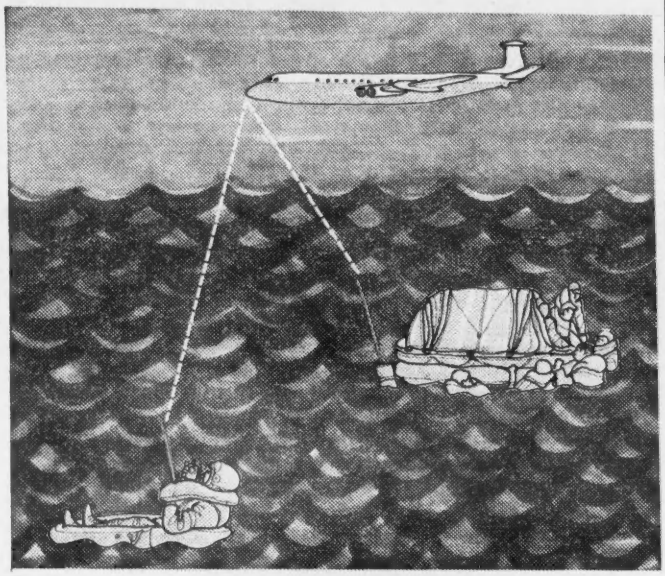
† Bosworth Courses:
1. 'Education and training requirements for the Electrical and Mechanical Manufacturing Industries' (HMSO 1966, 27½p).
2. 'Graduate training in Manufacturing Technology' (HMSO 1970, 22½p).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*



In May Shaikh Isa bin Sulman Al Khalifa, Ruler of Bahrain and its dependencies, poured the first ingot to be produced by the £62 million Aluminium Bahrain (ALBA) smelter, the only smelter of its kind in the Middle East, and the first major industrial project in the Gulf region. It is three years since the ALBA project was launched and it was envisaged at that time that the cost of the entire project would approach £20 million and, once operational, the smelter itself would produce about 60,000 tons annually and employ some 500 people. Today, it is estimated that production at the smelter will reach 120,000 tons annually by November 1972 and employ about 1,400 people, the overwhelming majority being Bahraini. The present ALBA consortium is made up of the Bahrain Government, the British Metal Corporation, Kaiser Aluminium Bahrain, the General Cable Corporation, Elektrokoppar, Breton Investments and Western Metals Corporation. To build the smelter and its subsidiary buildings, a construction group was formed – British Smelter Constructions Ltd. The group was composed of Amari Ltd., George Wimpey Ltd. and John Brown Engineering (Clydebank) Ltd. of Scotland; The new ALBA smelter incorporates the world's largest gas turbine power station of its type in which 18 turbines, manufactured by John Brown Engineering, generate a potential output of some 280 MWs.



two new SARBEs turn 'safely down' into 'home and dry'

SARBE BE369
Now ARB Approved

FOR LIFERAFTS The new SARBE BE369 Flotation Distress Beacon automatically transmits sequentially on both the civil (VHF) and the military (UHF) aviation distress frequencies. The BE369 is lightweight, waterproof, self-righting; it includes built-in test facilities and will operate for at least 48 hours.

SARBE 5

FOR INDIVIDUALS The new SARBE 5 (BE375) weighs only about a pound and fits in the palm of your hand, yet it lets you transmit a swept tone or speech, and receive speech, on two frequencies. It's the only aircrew beacon in the world with integral GO/NO-GO check-out.

Get full details of these newest additions to the internationally acclaimed SARBE range from Burndept Electronics (E.R.) Ltd, St. Fidelis Road, Erith, Kent. Tel: Erith 39121

BURNDEPT ELECTRONICS

Commonwealth exports and changing trade patterns

A COMMONWEALTH meeting in London this week is considering means of expanding the export markets of developing countries, taking into account prospective changes in established trading patterns.

The Commonwealth Secretary-General, Mr. Arnold Smith, said on June 2 that the conference, to be attended by senior trade and finance officials, will consider a report on the development of export markets for Commonwealth countries. This study puts emphasis on technical and financial assistance for market research and export promotion, and the recommendations are designed to expand export markets both within the Commonwealth and outside it.

The Commonwealth Secretary-General said there were two main developments that made it particularly timely for Commonwealth countries to consider, at this stage, a significant effort in the field of trade promotion:

(1) The opportunities created by the coming into force from July 1 this year of the first stages of the scheme for generalized non-reciprocal preferences for manufactured and semi-manufactured goods, and some processed primary products, from developing countries: and

(2) The prospect of British membership of an enlarged European Economic Community.

The study was carried out by the Secretariat with the help of experts assigned for the purpose from Britain, Canada, India and Pakistan. The report was referred to next month's meeting by the Heads of Government Conference in Singapore in January.

All 32 Commonwealth countries have been invited to the London meeting, which began at Marlborough House on June 8.

Mr. Smith said the report contained practical proposals to help Commonwealth countries cope with trade problems, and, at the same time, offered scope for a further extension of functional co-operation within the Commonwealth.

Prices up at British Standards

THE BRITISH STANDARDS Institution announces that the prices of its publications, conversion devices, etc., will be raised by 15 per cent with effect from July 1. The Institution states that, since the present basis for pricing was fixed over 18 months ago, substantial increases in costs have occurred and these can no longer be wholly absorbed.

This measure will only be effective until the 1972 Yearbook is published early in March 1972. The 1972 Yearbook will contain completely up-dated prices.

In addition the Institution has found it necessary to compensate itself for the disproportionate costs of dealing with small orders. A 20p surcharge will be made on all orders whose nett value totals less than £2. These surcharges will not apply for conversion slides and the readimetric converter.

First one-sheet summary of a British Standard published

THE BRITISH STANDARDS Institution have introduced the first of a new kind of publication, called 'summary sheets'. It is entitled BS 3763Z Summary sheet extracted from BS 3763: 1970 The International system of units (SI).

Summary sheets consist of both sides of a single A4 size sheet, on which is presented the salient points of a British Standard. Their production is a response to demands that standards should be available in a cheap and concise form. This form of publication will only be produced where useful information can be provided without countering the sense or intention of the original standard.

Summary sheet BS 3763Z sets out the names and symbols for the base units, the supplementary units, the prefixes and all the examples of derived units given in BS 3763, which is the main British Standard providing information on the International System of Units. It also gives rules for the use of the prefixes and lists those units outside SI which are nevertheless recognized by the CIPM (The International Committee for Weights and Measures), to be of such practical importance that they must be retained for general use with the system.

Comments from industry are welcome by the BSI. They should be addressed to the editor of BSI News at BSI, 2 Park Street, London, W1A 2BS.

Copies of BS 3763Z can be obtained from the BSI Sales Branch, 101 Pentonville Road, London, N1 9ND. Price by post 25p, ten copies 115p (subscribers 20p, 100p respectively).

Britain represented on French Board of Industrial Design

SIR PAUL REILLY, director of the British Council of Industrial Design, has accepted an invitation to be a member of the French Board of Industrial Design which has recently been established by the Ministry of Industrial and Scientific Development (Ministère du Developpement Industriel et Scientifique). Sir Paul will be one of five members from other countries in which notable achievements in industrial design have been made.

The French Minister of Industrial and Scientific Development is anxious that industrial design should assume major importance in France, in view of all that it can do to enhance both economic growth and environmental quality. The function of the Board will be to propose to the French Ministry suitable measures to encourage industrial design in France. It will also consider design research and innovation as well as professional training and education. The members of the Board will be drawn from industry, design, information media and the civil service.

UK/Yugoslav pharmaceutical partnership for Antrim

INTERNATIONAL GENERICS of Hove, Sussex, and Pliva of Zagreb, Yugoslavia's largest pharmaceutical concern, are to co-operate in establishing a 250 job project at Antrim for the manufacture of pharmaceuticals.

The new project is a most unusual case of industrial development involving a comparatively new avenue of international industrial co-operation. It is believed that this is one of the few occasions on which a Central European company has participated in United Kingdom manufacturing industry. Although many such companies have trading associations, there is certainly no precedent for this type of operation by a Yugoslav firm.

Production in a 50,000 sq. ft. Government advance factory which is being expanded to 87,000 sq. ft. is scheduled to start in about 18 months with Yugoslav personnel setting up the production programme and training the labour force nucleus which will eventually grow to 240, including 128 male workers.

Aviation and Shipping

Presentation of awards by Mr. John Davies

MR. JOHN DAVIES, Secretary of State for Trade and Industry, will present on behalf of the Queen, three Queen's Commendations for Valuable Service in the Air, and 31 British Empire Medals for meritorious service, at a ceremony to be held at Lancaster House, Stable Yard, Westminster, S.W.1, at 2.30 to-day (June 9).

He will also present a 'Plate' award for Saving Life at Sea.

Shipbuilding Industry Board

THE SECRETARY of State for Trade and Industry has accepted the resignation of Mr. H. W. Morris from membership of the Shipbuilding Industry Board with effect from May 31, 1971. Mr. Morris was appointed as a member of the Board in October 1967 and is resigning because of business commitments.

New Aircraft (Customs) Regulations

THE COMMISSIONERS of Customs and Excise have made the Aircraft (Customs) Regulations 1971.

The Regulations specify the Customs requirements which have to be followed when aircraft arrive in or depart from the United Kingdom. They replace the earlier Aircraft (Customs) Regulations 1952.

The new Regulations impose no new requirements on aircraft operators, but they bring the statutory provisions into line with current practice and extend to cover customs requirements at airfields other than designated airports.

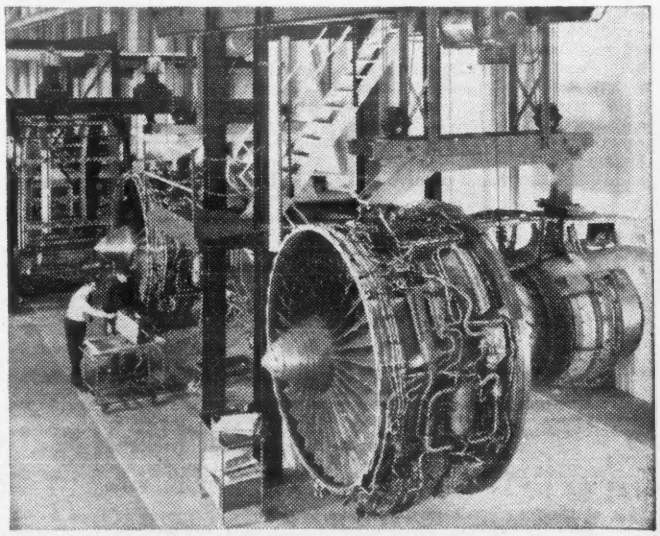
The Regulations are made under Sections 26, 33 and 54 of the Customs and Act 1952. They have been published as Statutory Instrument 1971 No. 848 and will come into operation on June 10.

Copies may be obtained from HMSO, price 5p (or 7½p by post).

Load line—loading of ships

A NEW 'LOAD LINE – Loading of Ships' booklet has recently been published by the Department of Trade and Industry. Incorporated is a map showing zones, areas and seasonal periods in accordance with the 1966 International Convention on Load Lines and also the Merchant Shipping (Load Lines) (Deck Cargo) Regulations 1968.

The booklet is available from Her Majesty's Stationery Office, price 27p.



Two of the latest Rolls-Royce RB.211 flight engines being prepared for despatch from the Derby engine division to Lockheed's TriStar assembly and flight test facility at Palmdale, California. Three RB.211-powered TriStars are now flying and further engines will be delivered to Lockheed in the near future. Under the conditional contract signed with the Lockheed Aircraft Corporation on May 11, Rolls-Royce (1971) Ltd. proposes to supply for the TriStar airliners RB.211 engines giving 42,000 lb. of take-off thrust at standard day temperature of 59°F and a thrust of 38,500 lb. on a hot day at 84°F.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MAY 27

Trade Descriptions Act

A Member asked if legislation would be introduced to amend section 11 of the Trade Descriptions Act 1968 in such a way as to place on a shop the burden of proving that goods on sale at a reduced price were in fact on sale at a higher price for a continuous period of at least 28 days in the preceding six months. Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered: 'No. I am not satisfied that such a reversal of the burden of proof is necessary for adequate enforcement of section 11 nor would it in this context be right in principle.'

Industrial development

Sir John Eden, Minister for Industry, answered questions on industrial development in Exeter and Devon. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, answered questions on industrial development in Scotland, the Northern Region, South Yorkshire and the Barnsley area, and the Leicester area.

Lord Drumalbyn, Minister without Portfolio was asked to give figures of imports and exports, expressed in sterling, between the United Kingdom and the undernamed countries, in the last year for which figures are available: Australia, Canada, New Zealand and the Republic of South Africa.

Trade with the Commonwealth and South Africa

Lord Dumalbyn answered: 'The figures are published in Table II (Imports) and Table V (Exports) of the Overseas Trade Statistics of the Overseas Trade Statistics of the United Kingdom for December 1970, a copy of which is in the Library.'

Price control powers of Ministers

Lord Dumalbyn was asked: 'What statutory powers Ministers have to limit or control price increases, or to reduce prices; to what categories of goods and services any such powers apply; and which Minister has such powers; and from which Act of Parliament the powers derive.'

He replied: 'The principal statutory powers concerned with prices and charges which are of general concern are listed below. Those of more limited application are so numerous that to provide a detailed list would involve a disproportionate expenditure of time and effort.

'So far as the national industries are concerned, the Secretary of State for Trade and Industry has limited powers under the relevant statutes relating to the gas, electricity, coal and steel industries to give directions about prices and charges on representations from the appropriate statutory consumer bodies.'

Commodity or Service	Power	Minister Concerned	Acts of Parliament
Milk	Prescription of maximum prices	Minister of Agriculture, Fisheries and Food acting jointly with the Secretary of State for Scotland	Emergency Laws (Re-enactment and Repeals) Act 1964
School Meals	Prescription of charges	Secretary of State for Education and Science Secretary of State for Scotland	Education Act 1944 Education (Scotland) Act 1946
Water	Approval of maximum charges	Secretary of State for the Environment	Water Act 1945 Public Health Act 1936
Rent of Controlled Dwellings	Prohibition of increases in certain circumstances	Secretary of State for the Environment	Rent Act 1968
Rent of Regulated Dwellings	Phasing of increases when properties move from control to regulation	Secretary of State for the Environment	Housing Act 1969
Rent of Council Dwellings	Approval of increases	Secretary of State for the Environment	Rent (Control of Increases) Act 1969 (control ends June 30, 1971)
Rent of Dwellings which are regulated under the Rent Act 1968	Approval of increases	Secretary of State for the Environment	Rent (Control of Increases) Act 1969 (control ends December 31, 1971)
Vehicle Tests	Fixing of charges	Secretary of State for the Environment	Road Traffic Act 1960
Health Service Charges	Fixing of charges	Secretary of State for Health and Social Services Secretary of State for Scotland	National Health Service Act 1946 as amended National Health Service (Scotland) Act 1947 as amended Health Services and Public Health Act 1968
Taxicab Fares	Fixing of charges	Secretary of State for the Home Department	London Cab and Stage Carriage Act 1907 Town Police Clauses Act 1847

FRIDAY, MAY 28

Department of Trade and Industry

A Member asked the total number of people now employed by the Department of Trade and Industry, compared with the total number of people of the underlying departments which together were joined to make the DTI at the time of its formation; and what plans the Secretary of State had to bring about a reduction in personnel in his department in accordance with Government policy.

Mr. Ridley replied: '24,550 non-industrials and 1,679 industrials on April 1, 1971 as compared with 24,645 and 1,727 on November 1, 1970. The ending of the investment grants scheme will lead to substantial staff savings and we expect other savings to be found as a result of the review we are making of a number of the Department's activities.'

Anglo-Eire Free Trade Agreement

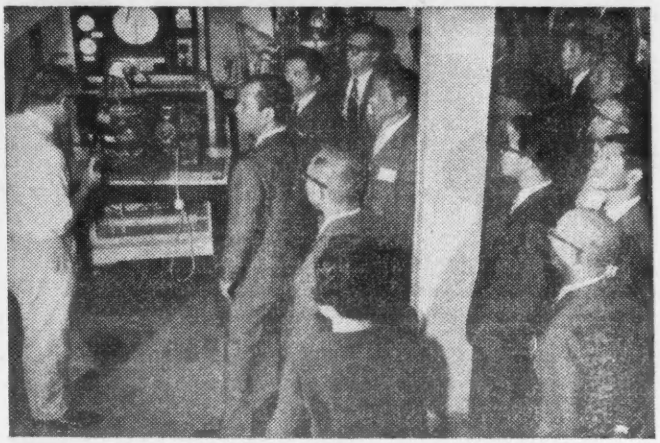
Mr. Michael Noble, Minister for Trade, was asked whether he proposed to hold talks with the Minister for Industry and Commerce of the Republic of Eire about the effect on the footwear industry of the Anglo-Eire Free Trade Agreement; and if he would give an assurance that the interests of the footwear industry of Northern Ireland would be properly safeguarded; whether he proposed to enter into consultations with the Government of the Republic of Eire about the operations of the Anglo-Eire Free Trade Agreement; and whether he would consider inviting the Northern Ireland Minister of Commerce to attend in order to protect the interests of Northern Ireland.

Mr. Noble answered that preliminary exchanges of an exploratory character were now taking place between officials of the two parties to the Agreement under which joint consideration must be given as to whether its operation was causing difficulties in any particular sectors of industry in the Republic of a kind which would call for special action. It was too soon to identify particular industries and therefore to know whether the interests of Northern Ireland would be affected but he would natur-

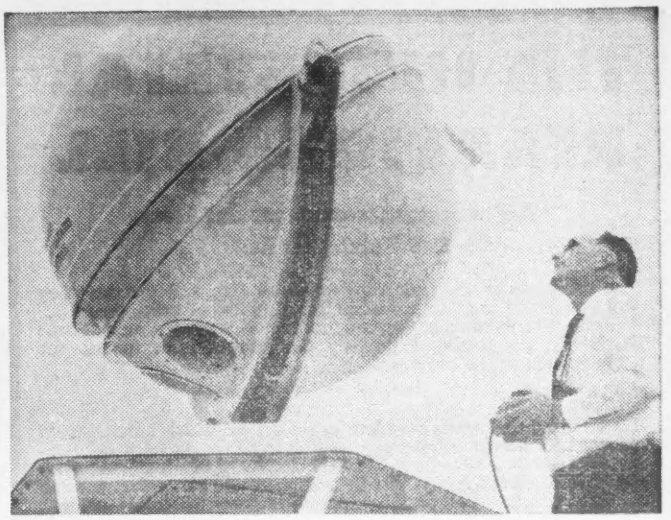
PANAMANIAN POLICE BUY BRITISH BICYCLES

British-made 'Raleigh' bicycles will soon become a familiar sight in the streets of Panama City as a new section of the Panama police, equipped mainly with this model, take to the road. The section is shown at a briefing session immediately after taking delivery of their new machines.

EXPORTS FOR JAPAN AND SPAIN



Members of a party of 20 Japanese veterinary wholesalers headed by Mrs. Takai and Mr. Okamoto of Kyoritsu Shoji Co. Ltd., Tokyo, Cooper distributors for Japan, paid a three-day visit to Cooper, McDougall and Robertson Ltd., and the research laboratories and field research stations of the Wellcome Group recently. They are shown here examining equipment for manufacturing vaccines at the Wellcome Research Laboratories, Beckenham, Kent.



A Plessey WF-3 Windfinding Radar. An order for four of these equipments has been placed by the Spanish Meteorological Service with the Radar and Data Systems Divisions of Plessey Electronics Group. The WF-3 is used for obtaining the upper wind information required for accurate weather forecasting. Largely automatic in operation, it can be used and maintained in the field by non-specialist staff.

ally keep closely in touch with the Northern Ireland Government and an official of the Northern Ireland Government was associated with the present talks.

Investigations under the Companies Act

A Member asked whether the inquiries into the affairs of the International Investors Group were conducted by the Department of Trade and Industry, and what report was made to the Secretary of State. Mr. Ridley answered: 'Inquiries have been made by the Department under Section 109 of the Companies Act 1967. In view of the provisions of Section 111 of that Act we cannot publish or disclose the information so obtained. Further inquiries are being made but we cannot at present make a statement about them.'

In reply to a request for an inquiry into Rentavilla Ltd., Piccadilly, under the Companies Act, Mr. Ridley said: 'No trace can be found of a company named Rentavilla Ltd. I assume that the hon. Member is referring to Rentavilla Overseas Property Sales and Investments Ltd. Proceedings have been started against that company under Section 14 of the Prevention of Frauds (Investments) Act 1958.'

COASTGUARD HELICOPTER IN ACTION

A rescue helicopter under the control of HM Coastguard is now stationed at Manston, Kent. In this picture the Whirlwind Series III of Bristow Helicopters is shown in a simulated rescue arranged last week for Press and television cameramen. The Chief Inspector of the Coastguard Service, Lieut.-Cmdr. J. A. Douglas, spoke about the rescue service that same evening in the BBC/TV news bulletin.

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING

THURSDAY, MAY 27

Concorde

An inquiry was made as to whether HM Government had made any approach to other governments, either unilaterally or in concert with the French Government, with a view to sharing work on the Concorde project. 'The present Government has made no such approach', replied Mr. Frederick Corfield, Minister for Aerospace. 'At this stage in the programme there would be considerable practical difficulties in arranging for a share of the work to be done in a third country.'

Average loadings of passenger aircraft

Mr. Michael Noble, Minister for Trade, was asked to state the average loading of passenger aircraft leaving Heathrow in 1970 and 1971. He answered: '70.6 passengers and 0.9 tonnes of freight and mail in 1970; 63.6 passengers and 0.9 tonnes in the first three months of 1971.'

Stranding of Hull trawler 'Caesar'

In reply to a question on the findings of the preliminary inquiry into the stranding of the Hull trawler 'Caesar' off Iceland; and whether it was intended to hold a public inquiry, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'I am at present considering the report of the preliminary inquiry into this casualty and will decide in the light of it whether to order a formal investigation under section 466 of the Merchant Shipping Act 1894. It is not the practice to disclose the findings of preliminary inquiries.'

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Telephone inquiries: 01-602 0991

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SPEAKERS:
K. W. Wedderburn, Professor of Law at London University.
Bruce Reynolds, barrister and lecturer.
Alan Pardoe, lecturer.
Eric Wigham, sometime labour correspondent of *The Times* and a member of the Donovan Commission.
J. C. Wood, Professor of Law at Sheffield University.
Kenneth Baker, M.P., Parliamentary Private Secretary to the Minister of State at the Department of Employment and Productivity.
Martin Y. Cobb, deputy director, labour relations, the CBI.
George Doughty, general secretary of the Draughtsmen and Allied Technicians Association.
Eric S. Heffer, M.P., front bench spokesman.
Roy Lewis, lecturer.
Clive Jenkins, General Secretary, A.S.T.M.S.

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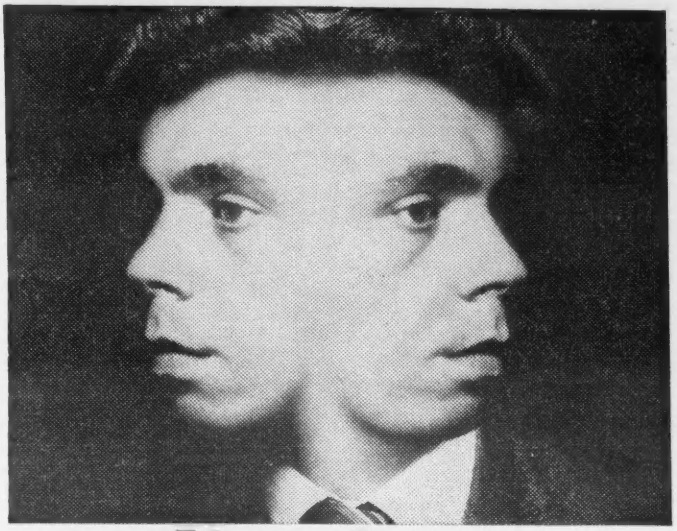

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Available from The Publications Department, Times Newspapers Limited, Printing House Square, London EC4P 4DE

New Books

The post-war growth of the multi-national corporation, national company mergers, and the resulting implications for competition and monopoly policies, are topics which have increasingly concerned both governments and industry in recent years. One example of this preoccupation is the significant growth in the literature of the subject – the *Board of Trade's Select Bibliography: Competition, Monopoly and Restrictive Practices*, reviewed in the *Board of Trade Journal* of the 29th April, 1970, listed 1,200 items published between 1950 and 1967 in the English language alone. The whole shape and structure of the international economy has been transformed by this activity in the industrial concentration field, a restructuring matched only by another post-war development, the formation of regional trade groupings, of which the most significant from the United Kingdom's point of view are EFTA and the EEC. **Cross Frontier mergers in Europe;** How Can Governments Help? by Christopher Layton (106 pages. Bath University Press, Claverton Down, Bath BA2 7AY. £1.50 SBN 900843 09 8) examines the relationship between cross frontier mergers and regional trade groupings within the context of the EEC. The study was financed by a grant from the then Ministry of Technology, now incorporated into the Department of Trade and Industry, although the views expressed are entirely the author's own. The basic purpose of the study was to illuminate the problems confronting cross-frontier mergers and acquisitions in Europe, and to suggest ways in which governments might help to facilitate European merger development. In the first chapter, the author states the reasons for more European mergers, the main one being that only truly European, as against national, enterprises are capable of fully utilising the Continent's industrial resources. This argument for what might be termed European bigness is cogently illustrated by the fact that between 1961 and 1969 only 257 mergers and take-overs took place across the borders of EEC member states, compared with 1,861 national mergers, and 820 combinations initiated by outside firms, mainly from the United States. It must be remembered that the Rome Treaty was mainly concerned with removing trade barriers and creating an open, competitive market. Those parts of the treaty concerning mergers were more directed at curbing monopoly power than at promoting industrial concentration. The next section, chapter II analyses the legal and fiscal barriers to pan-European company integration. Chapter IV outlines the role of private commercial and financial institutions in aiding cross-frontier operations and concludes that their role can be further expanded. Recent EEC proposals for encouraging cross-frontier mergers are the subject of chapter V, which also provides a brief history of merger policy since 1953. After a discussion as to the compatibility of a possible European public merger agency with a market economy, chapter VI describes the industrial policies of EEC member states. The volume ends with a chapter outlining the author's recommendations for government policies likely to enhance the development of trans-national mergers. The volume, the result of much original research, and discussions with governmental, Community and commercial personnel, should be of interest to economists, businessmen and civil servants, and will also serve as a useful source-book of information on a complex and controversial subject.

In the twenty months since the first edition of *Value Added Tax* was published in August, 1969, VAT has been introduced in three countries, and the tax is now in force in France, Germany, Belgium, Luxembourg, the Netherlands, Denmark, Norway and Sweden, and will be introduced into Italy and the Republic of Ireland during 1972. This revised edition: **Value Added Tax:** a Report by the National Economic Development Office (114 pages. Available from HMSO. £1.00; by post £1.07½. SBN 11 700550 9) is particularly timely since it follows quickly on the announcement by the Chancellor of the Exchequer that a Value Added Tax will be introduced in the United Kingdom in April, 1973. Chapter 2, 5, and 6, dealing respectively with the general characteristics of a VAT, the effects of a VAT in the United Kingdom, and the response of industry to the introduction of VAT are unchanged, but Chapter 3, describing the present pattern of taxation in the United Kingdom, and chapter 4 dealing with the implementation of VAT in Europe, have been completely updated. The Report outlines some of the problems which must be faced during the major restructuring of our tax structure implicit in the decision to adopt a VAT, and puts the new tax in its European context.

A Study of Profitability in the Hosiery and Knitwear Industry. Economic Development Committee for Hosiery and Knitwear. (103 pages. National Economic Development Office, Millbank Tower, 21/41 Millbank, London SE1. £0.45). Managers generally agree that although their businesses are in a sense unique, it is always possible for them to learn something from what their competitors are doing. One way of gaining the required insight is by studying the published accounts of competing firms, extracting various key performance indicators, such as profit as a percentage of assets employed, and comparing the results obtained with those for their own company. Such comparisons can often provide guidance in isolating those areas of the business where managerial action is required. Obtaining the information and calculating the performance indicators generally involves more staff time than most firms can spare. In this report, commissioned by the Hosiery and Knitwear EDC (which has since been dissolved), all the necessary background work has been done, however, for firms in that particular industry. It provides for the first time the results of a detailed examination of over 200 sets of accounts of hosiery and knitwear firms, and presents the main profitability and a further 19 performance indicators grouped by both the product sector in which each company operates and the asset size ranges into which the sample firms fall. A detailed guide is provided to enable each manufacturer to calculate and interpret the various ratios for his own company, and care has been taken to spell out the limitations of using information derived from company accounts for comparative purposes. The EDC hopes that the methodology developed in the report will be of value to industry bodies should they consider updating the information in future years.

Foreign Trade in the Economic Development of Small Nations: the case of Ecuador, by Charles R. Gibson (354 pages. Praeger. £7.25) attempts to relate international trade theory to economic development theory in the context of a small developing nation, the focus of the study being the function the external sector has performed, is performing and can perform in the economic development of Ecuador. The author attempts to test empirically three key hypotheses: that international trade can be relied upon as an effective engine of growth; that instability in world trading conditions will not seriously affect the growth of a developing economy given that it is sufficiently flexible to adapt to new conditions; and that economic growth should be maximized if necessary by the development of primary industries based upon abundant natural resources, e.g. mining and agriculture. Although Ecuador is the only country studied in depth, the author has drawn some general conclusions on the development of the Central American economies in the final chapter, the most important being that the external sector must inevitably be the primary factor of economic growth, and that the markets of the developed countries will be of greater importance than those of regional economic groupings.

Economic Aspects of Automation. United Nations. Economic Commission for Europe. (68 pages. Available from HMSO. 65p; by post 70½p. SBN 11 901581 1). Among the different elements of advanced technology, automation is one of the most universally applied. Because of its universal nature in data handling, and its multipurpose communication and control features, which can be applied to many different industries, administrations and services, automation is having far reaching effects in most economic sectors. The aim of this study is to review the scope of automation and to discuss its economic implications. The latter are essentially of two kinds; the economic conditions which permit or are required for the development of automation together with the economic effects which may result from its introduction. Knowledge of these conditions and effects can serve as a basis for necessary and useful measures which can both ease and guide the introduction of this most fundamental of the post-industrial technologies. Chapter 1 – the concept of automation and its application in industry – examines the concept of automation and relates this to the concepts of mechanization and of advanced technology. A number of examples of industrial applications are given, including some of large scale integrated systems which illustrate the complexities of the functions carried out by automation. Chapter 2 analyses the conditions for the effective expansion of automation by examining the social and economic environment necessary to this expansion. Supply conditions for automation equipment are discussed, and this is followed by some examples of the development of computer applications according to countries and to industrial sectors. The main body of the study is centred in chapter 3 – the economic effects of automation. These are broadly divided into micro-economic effects: those concerned with production, its capacity and flexibility; and macro-economic effects, that is, the influence of automation on the industrial structure as a whole, including the implications for economic growth and development. The social aspects of automation are briefly discussed in chapter 4, in so far as they relate to the prevailing economic conditions. The study concludes with a detailed examination of the economic aspects of automation in a developing economy and outlines the environmental restructuring necessary in order to benefit from the introduction of automation. Full statistical illustrations are included in the text, together with references to relevant documents, both published and unpublished.

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	May 12, 1971	
880,419	Maschinenfabrik Moenus Aktien-gesellschaft	Cutting press
987,004	Automotive Products Company Ltd.	Automatic controlling or indicating devices for machine tools
1,090,890	Societe Industrielle de Mecanique et de Materiel d'Equipemen.	Ball-type transmission
1,092,741	Societe Anonyme les Condensateurs Sic-Safex	Electrolytic condensers
1,119,826	Albert Victor Crowther	Rotary of flywheel unit
1,120,513	Gordon Wormald	An improved musical instrument
1,139,107	Nid Pty. Ltd.	Stacking machine
1,168,925	Paul Taylor Developments Ltd.	Expendible tray for displaying moist foodstuffs
	May 13, 1971	
1,116,018	Solvay et Cie	Stabilized compositions based on ethylene-propylene copolymers and a method of producing the same
1,127,569	Solvay et Cie	Process of dimerization and codimerization
1,140,238	Solvay et Cie	Mastic compositions based on ethylene copolymers
1,150,540	Solvay et Cie	Mastic compositions based on ethylene copolymers
	May 14, 1971	
938,746	Boulton Paul Aircraft Ltd.	Track rings for radial piston hydraulic pumps and motors
1,058,941	Boulton Paul Aircraft Ltd.	Track members for hydraulic pumps or motors
1,092,974	Compagnie Generale Des Eaux	Oxonizer
1,102,244	Paper Manufacturers Company	Adhesive product
1,106,551	Roland Nessim Benhaim	Pharmaceutically-active extracts of hymphaceae
1,188,154	Egyesult Gyogyszer es Tapezerguar	New pyridine derivatives and process for their preparation
1,126,393	Standard Telephones & Cables Ltd.	Ferrule joint

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Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
June 22-23	Miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent. (Tel. 4657.)

Plant and equipment; compressors; oscilloscopes; portable welders; wooden transit boxes; fork lift trucks; MT, electronic and electrical spares and equipment; radio receivers; laboratory equipment; aircraft components and ground equipment; core and mould making machines; ovens; furnaces; machine tools including pedestal, pillar and radial drills; grinding, milling and woodworking machines; centre, shell and tool lathes; rescue equipment; firefighting equipment including suction and delivery hose; felling axes; oxy-acetylene cutting equipment; first aid bandages; double saws; combination safes and boxes; vehicle tyres; engineering tools and equipment; time recording clocks; scrap rubber, copper and steel; clothing including combination overalls; boots and shoes; denim blouses and trousers; blue battledress; miscellaneous textiles including nylon cord; parachute harness and equipment; white and coloured blankets; carpets, rugs and mats; mattresses; hessian; worsted, woollen, serge and cotton cloths; canvas covers; kitbags; webbing belts; haversacks, etc.

June 30	Miscellaneous stores	Queen's Hall, Northern Ireland War Memorial Building, 9/13 Waring Street, Belfast, 1.	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, BT1 4NZ. (Tel. 0232 20233.)

Miscellaneous vehicles; 6 kVA generating sets; compressors; aircraft platforms and trolleys; wireless and communication spares; vehicle spares; trolley and screw jacks; portable greasing unit; 6 tons of aircraft scrap; Atlas pallet transporter; 4-wheeled trolleys; tyres; batteries; ball and roller bearings; tool kits; jerricans; wrist watches; 51 tons scrap metal; 5 tons of mixed rags; mattresses; kitbags; carpets; chair covers; white and coloured blankets; DMS and ankle boots; raincoats; tubular and other chairs; wardrobes; folding bedside tables and large quantities of other miscellaneous stores.

July 6	Miscellaneous storas	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Electrical and electronic equipment and spares; generators; compressors; theodolites; scrap textiles, rubber and batteries; cranes; refrigeration units; spot welders; photographic equipment; laboratory equipment; safes; wooden packing cases; clothing including blue serge trousers; jackets; jerseys; jumpers; boots and shoes; large quantities of miscellaneous textiles and furniture.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

DEPARTMENT OF TRADE AND INDUSTRY

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Offers are invited for the purchase of the under-mentioned Royal Fleet Auxiliary vessel 'as lying' at HM Dockyard, Devonport.

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Depth (mld) 35 ft. 6 ins., Light Displacement 5.209 tons
Engine: Single screw, steam turbine, double reduction, by Barclay Curle & Co. Ltd., SHP 6800.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London, SW1. Tel.: 01-222 7060, Ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "WAVE PRINCE" ' and must be received not later than *noon* on the 30th June, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham, 15 (021 643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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Hamilton, June, 1971. Tel. No. Hamilton 23063.

A PRACTICAL APPROACH TO STANDARD CONTRACTS

Use of the standard contract at every stage from the buying of raw materials to the retail sale of goods – and services – gives rise to more legal and practical problems than any other commercial document.

Legal advisers to all substantial commercial concerns know well how different sets of standard terms clash, and how negotiations endeavour to ensure that their own advantageous contracts are accepted.

And they know also how the use of standard terms which are not appropriate to a particular transaction can give rise to real difficulties.

Negotiation with government departments is a special skill. Yet the terms set out in CCC/Stores/1 regulate more contracts than any other set of terms, and this booklet is one of the most important commercial documents in use. Legal advisers to companies dealing or contemplating dealing with the government need to know of these terms and how they can be modified.

THIS TWO-DAY COURSE will be held at THE ROYAL LANCASTER HOTEL, LANCASTER GATE, LONDON, W.2, JULY 1st and 2nd, 1971

CHAIRMAN:
R. G. Armstrong, Legal Manager of Hawker Siddeley (Dynamics).

SPEAKERS:

Guenter Treitel, fellow of Magdalen College, Oxford, sometime Professor at the University of Chicago Law School, author of 'The Law of Contract' and editor of some leading texts.

G. N. Edmundson, Contracts and Patents Manager, Boots Pure Drug Company.

J. D. Loveridge, Solicitor, Honeywell Limited.

Bowes Egan, author of 'Trade Descriptions – The New Law', 'Trade Descriptions – Prosecutions, Enforcement and Complaints' and other texts.

Professor Gordon Borrie, Director of the Institute of Judicial Administration at the University of Birmingham, leading writer on mercantile law. Professor Borrie has been closely involved in the progress of the Law Commissions' Researches.

SEMINAR DISCUSSION: Attenders will divide to discuss contracts used when dealing in the following commodities and services: new cars; white goods; brown goods; ship and air travel and freight; railways, hauliers and depositories; machinery purchase; car rental and hire; machinery lease and hire.

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ENROLMENT FORM – 71/29 – Please reserve.....place(s). I attach my cheque value £.....made payable to LRS Publishers Ltd., 48 Notting Hill Gate, London, W.11. Enrolment fee is £40 per individual and covers luncheon, refreshments and a conference kit which will include speakers' notes, Acts of Parliament, extracts from decided cases, and comments on standard contracts. Later a verbatim report will be issued, free of charge, to all attenders.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0	156	155	116	104·2	138	148	156	117	136	351	244 p	40	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	133	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	118	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4	163	161	118	104·7	140	149	162	119	139	159	95 p	28	59
1971															
1st quarter		122·9 p			116	101·9							74 p		–75 p
1970															
October		125·7				106·0									
November		122·5				103·3									
December		124·9				104·9									
1971															
January		125·0 p				102·7									
February		122·4 p				99·7									
March		121·2 p				103·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil (‡‡) employment	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	55
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	130	120	–297
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	146	–306
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	450
1970	125	140·2	6·4	128·5	124·6	217·7	574	186		181	184	622 p
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	11
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	101
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	170
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	168
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	218 p
2nd quarter	122	139·5	5·8	129·2	123·6	214·0	563	187	24,139	183	183	147 p
3rd quarter	123	141·1	6·9	126·9	125·7	219·5	592	185	24,077	178	175	78 p
4th quarter	125	144·0	7·7	127·8	128·4	228·3	581	177		190	199	179 p
1971												
1st quarter	122 p	147·9	8·6	131·2 p	131·5 p	237·2 p	631	146		189	186	76 p
1970												
December	125	145·0	7·9	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	8·5	129·8 p	138·7	236·8	613	157		176	176	
February	122 p	147·8	8·5	130·6 p	131·6	237·1	623	147		187	172	
March	122 p	149·0	8·8	132·2 p	132·1 p	237·8	656	134		205	209	
April		152·2	9·4	136·5 p	132·8 p	238·7 p	704	129		201p	209 p	
May							731 p	130 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(‡‡) Figures are subject to revision.

United Kingdom official reserves during May

HM TREASURY announce that the United Kingdom official reserves rose by £43 million ($102 million) during May to stand at £1,468 million ($3,523 million) at the end of the month.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:
Monthly at £1 a year post free:
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Quarterly at 37½p a year post free:
Wallcoverings for Fourth Quarter 1970
Safety-razor Sets and Blades for First Quarter 1971

Civil Aviation Series:
Quarterly at £2.50 a year post free:
Airline Operations for 1970

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971, on page 679.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877, Ext. 2653/6) not to HMSO.*

Vehicle production in April

THE DEPARTMENT of Trade and Industry have announced that in the four weeks ended May 1 (which included the Easter holiday period), the average rate of recorded production of cars was 34,500 a week, some 1 per cent higher than in the corresponding period last year (which did not include Easter). The average rate of the recorded production of commercial vehicles, at 9,800 a week, was marginally lower than in April last year. For both cars and commercial vehicles, production for export was higher than in April 1970.

Output was seriously affected by industrial disputes, although not so badly as in February and March. Production in April 1970 had also been significantly affected by industrial disputes.

On a seasonally adjusted basis total car production in the three months February to April was 20 per cent lower than in the previous three months, November to January; total commercial vehicle production was down by 24 per cent.

Since the last vehicle production press release was issued, in May, all seasonally adjusted production figures have been revised in the light of the pattern in 1970. Table 2 incorporates the new figures.

Car and Commercial vehicle production figures

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

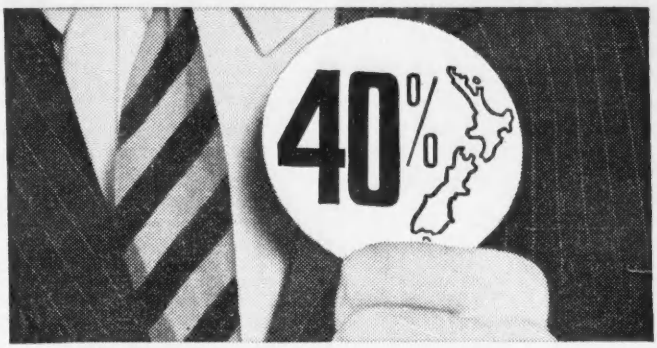
Table1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,992	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1970	52	1,640,966	918,109	722,857	31,557	457,532	267,407	190,125	8,799
1971	52								
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,237	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	359,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
4th quarter	13	457,117	260,483	196,634	35,163	134,946	76,692	58,254	10,380
1971 1st quarter	13	432,417	229,549	202,868	33,263	109,687	61,362	48,325	8,437
2nd quarter									
3rd quarter	13								
4th quarter	13								
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274
November	4	155,006	89,489	65,517	38,751	45,228	25,678	19,549	11,307
December	5	162,185	91,336	70,849	32,437	44,620	25,128	19,492	8,924
1971 January	4	156,194	88,238	67,956	39,084	43,025	24,143	18,882	10,756
February	4	134,025	67,680	66,545	35,551	31,974	17,975	13,999	7,994
March	5	142,018	73,651	68,367	28,403	34,688	19,244	15,444	6,938
April	4	138,163	73,283	64,880	34,541	39,165	22,147	17,018	9,791
May	4								
June	5								

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1970	137	77	60	38·1	22·3	15·8
1971						
1969 1st quarter	143	77	66	38·2	22·8	15·4
2nd quarter	148	76	72	39·8	23·3	16·5
3rd quarter	143	74	69	39·6	22·8	16·8
4th quarter	137	70	67	37·7	22·2	15·5
1970 1st quarter	138	76	62	36·5	21·9	14·6
2nd quarter	138	78	60	40·3	23·9	16·4
3rd quarter	115	65	50	31·0	17·7	13·3
4th quarter	156	87	69	44·6	25·6	19·0
1971 1st quarter	135	72	63	34·4	19·3	15·1
2nd quarter						
3rd quarter						
4th quarter						
1970 January	152	82	70	41·6	24·8	16·8
February	135	75	60	35·0	22·0	13·0
March	127	70	57	33·0	19·0	14·0
April	131	73	58	38·5	24·1	14·4
May	134	75	59	41·9	24·8	17·1
June	148	85	63	40·6	22·8	17·8
July	119	64	55	32·5	18·2	14·3
August	133	80	53	36·2	21·0	15·2
September	93	51	42	24·4	14·0	10·4
October	149	80	69	46·2	26·5	19·7
November	164	94	70	46·3	26·9	19·4
December	154	87	67	41·4	23·5	17·9
1971 January	162	90	72	44·1	24·3	19·8
February	133	70	63	31·8	18·3	13·5
March	110	58	52	27·3	15·2	12·1
April	140	75	65	40·7	23·0	17·7
May						
June						
Average of:						
November-January 1971	160	90	70	43·9	24·9	19·0
February-April 1971	128	68	60	33·2	18·8	14·4
Percentage change	*–20*	*–25*	*–14*	*–24*	*–24*	*–24*



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Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, June 4, 1971
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Love And Marriage	Br/E 35510/5/6/76	82	June 2	Tigon Pictures Ltd.	Oppidan Film Productions Ltd.
The Beast In The Cellar	Br/E 35511/5/6/76	89	June 2	" " "	Tigon British Film Productions Ltd., and Leander Films Ltd.
Movietone News 2191	Br/E 35268/5/6/76	8	June 4	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2191A	Br/E 35269/5/6/76	9	June 4	" " " "	" " "
				FOREIGN	
Charro!	F 35504	98	June 2	NGC Distributors Ltd.	National General Productions Inc.
Blushing Charlie	F 35505	86	June 2	Miracle Films Ltd.	Sandrew Film & Teater AB, Stockholm
Collective Marriage	F 35506	79	June 2	Target International Pictures Ltd.	Plan Film, Paris
Ja, Ja, Mein General But Which Way To The Front	F 35507	96	June 2	Warner Bros. Distributors Ltd.	Jerry Lewis Films Inc.
The Rite	F 35508	74	June 2	Peter Darvill Associates Ltd.	Persona Film Zug.
Ice	F 35509	132	June 2	The Other Cinema Ltd.	Robert Kramer (for Monument Film Corporation)

British Film Fund Agency returns

THE BRITISH FILM FUND Agency has published the following information for the four weeks ended April 24, 1971:

	£	£
Distributors' earnings submitted		
High cost films	£723,032	
Low cost films:		
Eligible (after multiplying by 2½)	22,006	
Not eligible for 2½ times rental	7,405	
		752,443
Films of less than 3,000ft. (after multiplying by 2½)		24,798
		£777,241

Levy collections paid to Agency by HM Customs and Excise to May 10, 1971, together with an estimate of collection approximately covering entertainments of four weeks ended April 24, 1971 £415,700

The sixth interim allocation for the fourteenth distribution period will be at the rate of 48 per cent.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-348 9876, *Ext.* 6147).

Exhibitions and Fairs

Mr. John Davies to open Hamburg Trade Week

The British Trade Week in Hamburg will be formally opened on September 17 by Mr. John Davies, Secretary of State for Trade and Industry. During his visit, Mr. Davies will also address members of the Ubersee Club in Hamburg.

The Trade Week, which is jointly sponsored by the Department of Trade and Industry and the British National Export Council, is an event which will promote capital goods, the invisibles, consumer goods, and consumer durables in one place at one time. This will be done by means of seminars, conferences and retail promotions.

Hamburg enjoys a particularly high standard of living in the Federal Republic and is, therefore, a natural target for British exporters wishing to increase the United Kingdom's comparatively modest share (4 per cent) of a rapidly expanding market.

Seminars and conferences

Seminars with supporting displays will be conducted by speakers from British industry. They will feature advance British techniques; bio-medical engineering; advanced nuclear technology; and applications of low-cost process control computers and numerical control in small and medium-size firms.

One-day conferences will deal with licensing and the exchange of know-how between Britain and West Germany; airport development; and urban transport planning. There will also be meetings between British and German commercial interests to consider banking, insurance and trade.

Retail promotions and exhibition

There will be retail promotions in Hamburg's most important stores and speciality shops. Several department stores supporting the Trade Week belong to nationwide groups in which central buying is normally the rule. The Hamburg promotion might well lead to British goods being stocked throughout the entire groups whose total annual buying is around £500 million. To back up these promotions there will be a traditional British background of military bands, policemen, buses and street decorations.

In the Planten un Blomen park exhibition there will be a British Household Exhibition, co-ordinated by the Department of Trade and Industry. It will include a consumer durables display, furniture, furnishings, carpets, novelty metal giftware, and a spectacular show of British fashion wear. Other organizations sponsoring these supporting events are the British Carpet Export Promotion Council, the Clothing Export Council, the British Furniture Manufacturers Export Club, and the British Art Metal Export Group.

Mr. Corfield at Paris Air Show

MR. FREDERICK CORFIELD, Minister for Aerospace at the Department of Trade and Industry, visited the Paris Air Show at Le Bourget on June 4.

Included in his programme was a tour of the Show at which over 100 of Britain's aerospace companies, as well as a number of Government research establishments, have have been exhibiting their latest products.

These included a wide range of aircraft, aero-engines, guided weapons, electronics, and other equipment.

Mr. Corfield, attaches great importance to the continuing development of collaboration on aerospace projects between Governments and industries across national frontiers. He therefore intended looking with interest at the many examples of cooperative projects in addition to the purely national exhibits on display.

Successful British joint venture at Petroleum Exposition

From the British Consulate-General, Houston

THE 16TH annual International Petroleum Exposition (IPE) was held in Tulsa, Oklahoma, from May 15-23 and included for the first time a British joint venture group of 19 firms exhibiting products which ranged from large scale fabrication to forged steel valves. They exhibited under the joint sponsorship of the Council of British Manufacturers of Petroleum Equipment, and the Department of Trade and Industry.

The Exposition, held every five to six years, occupies a specially constructed 10½ acre building, with several additional acres of outdoor space for working demonstrations of oil field equipment and machinery.

Since its inception in 1923, the IPE has provided a functional showcase for displaying the latest equipment, operational ideas and practices used in the petroleum industries, with the accent on drilling and production, and is acknowledged as the outstanding general petroleum industry trade show.

It attracted between 30,000 and 40,000 trade visitors from some 63 countries, including all the major producers of oil. On show was approximately $1 billion worth of equipment and the wares of 350 companies. Virtually every oil area of the world was represented, including a 15-man delegation from Russia.

An additional feature of this year's IPE was the Ecology Hall of Science, which highlighted the petroleum industry's conservation and anti-pollution devices.

Top quality callers

The British joint venture group found inquiries coming in a little slowly on the first and second days, but thereafter they welcomed a steady stream of top quality international callers from as far afield as Kuwait, Venezuela and Canada with serious interest in British equipment for third country applications.

British firms seeking representation all received expressions of interest from potential agents and distributors which were noted for follow-up at the conclusion of the show.

General views on the success of the show vary widely and a final assessment will not be available until many months ahead when follow-up calls are made and a contract signed or ignored. The organizers are, however, confident about the needs for such an industry show and announced that the 17th IPE will be held in May 1976.

HM Acting Consul-General gave a reception for the British contingent and their guests on May 18 at the Fairmont Mayo Hotel and it was estimated that some 150 guests attended. This proved to be a most successful rendezvous for the British exhibitors to meet industry leaders and maintain a rapport throughout the week.

Equipment valued at approximately $1 billion was shown at the annual International Petroleum Exposition in Tulsa, Oklahoma (May 15-23).

More frequent comprehensive Programme of Trade Promotions

Beginning with the July 1971 issue, the Programme of Trade Promotions published as a free supplement to *Trade and Industry* will appear quarterly, instead of every four months as at present. This new arrangement is intended to make it easier for firms by providing every three months a comprehensive programme of trade promotions looking ahead two years. The practice of publishing monthly amendments to the Programme in *Trade and Industry* will be discontinued.

Good follow-up business anticipated after Cologne Sports Show

FROM THE BRITISH EMBASSY, BONN

DURING THE four days of the second International Exhibition of Sports Facilities and Bath Installations, which was held in Cologne from May 10-13, 8,800 trade visitors from 39 European and overseas countries attended the exhibition.

Among them were 1,350 foreign visitors.

Of the 44 direct exhibitors and 63 represented firms which made up the contingent from countries other than the Federal Republic, 12 direct exhibitors and five represented firms came from the United Kingdom.

These 12 firms participated in a joint venture, sponsored by The Building Centre and the Department of Trade and Industry, and formed the largest group of foreign exhibitors at the event.

The exhibition was visited mainly by officials from government departments and local authorities, sports and building departments, architects and building engineers, sports advisers and members of the Olympic Committee, who were able to review some of the latest developments in the construction of sports facilities and swimming bath installations.

It was immediately apparent to the visitors that many developments have taken place in artificial grass and other sport surfaces, of which a large selection was exhibited.

The British exhibitors attracted a large number of visitors as a result of the wide selection of new products which were offered. All firms received many inquiries and anticipate good business after the submission of specifications and quotations.

Sports stadium seating was well sought after, and the selection provided by British firms was wide, attracting inquiries as did a firm exhibiting new golf practice equipment which reproduced realistically the atmosphere of the golf course. This last firm was able to book a substantial order and appoint agents.

A new fold-away table tennis table, exhibited on a British stand, created wide interest and the firm was able to book orders for delivery through their German agents.

A display of gymnasium equipment of excellent quality resulted in requests for quotations for a gymnasium in Austria and another in Germany, and another firm received an additional contract for electronic equipment for the 1972 Olympics.

Yet another firm was able to book very satisfactory orders for swimming pool balls of plastic materials and other swimming pool equipment. A new type of gymnasium flooring, and lawn mowers for sports grounds, also drew visitors to the British stands.

According to German exhibitors the changed currency parities have not yet had their effect on business negotiations, but the opinion is widespread that prices may have to be reviewed in the event of negotiations with potential customers from other countries being realized. The price situation in the German sports facilities and bath installations sector is influenced by general rises in costs in the building market.

Large orders taken at Warsaw Book Fair

THE 16TH Warsaw International Book Fair closed on May 23 after attracting over 70,000 visitors in eight days. This, the largest book fair in Eastern Europe, is now an established event held annually in Warsaw's vast Palace of Culture towards the end of May – traditionally Poland's publishing season.

A record number of 287 individual firms and organizations participated, representing the book trades of 22 different countries. Over 130 of the exhibitors were from western countries, and 14 members of the Publishers Association of Great Britain participated in a joint venture. In addition to the exhibitors who had their own stands, many other British firms were represented by agents.

The British Council showed a comprehensive selection of British books published since last year's fair. The other exhibitors (including 63 from Poland herself) were from Eastern Europe. It is interesting to note that half of the newcomers at this year's event were from the United States.

British publishers who took part were mainly those with strong medical, scientific and technical lists, or English language teaching courses. But there was also clear evidence of a growing demand for books in other fields, reflected by the presence of one or two British firms with more general interests.

The cautious optimism, which was the keynote of last year's fair, was justified by events, in the opinion of most publishers present. Several of them reported that they had taken substantially larger orders this year.

By the fifth day, it was claimed that the total value of orders booked exceeded six million foreign exchange zloties, which was more than during the whole of the fair in 1970.

Improved business

Mr. Reg C. Gowers, Assistant Secretary of the Publishers Association (the export arm of the Book Development Council), visited the fair and noted the improved level of business.

On a lighter note, one of the novelties introduced at the 1971 fair was an aid to English language teaching in the form of pop records whose lyrics embody language drills. In a country where the Rolling Stones have had one of their greatest successes, these could do well.

Plans for next year's book fair are already under way. It promises to be an especially active one as 1972 has, at the initiative of UNESCO, been designated International Book Year.

INDEX INQUIRIES

Inquiries about the detailed contents of **Trade and Industry** *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext* 3038) *who compile the quarterly index.*

Many new products announced for IPEX 71

MANY NEW products are to be shown for the first time at IPEX 71, the Twelfth International Printing Machinery and Allied Trades Exhibition, which is being held in the Earls Court and Olympia exhibition halls in London from July 13-24.

The exhibition, claimed to be the largest international trade fair in Britain, will attract thousands of visitors from the United Kingdom and overseas. Inclusive tour visits are being arranged from countries including Japan and Australia, South Africa, the United States and Canada, France, Holland, Germany and Italy.

One of the VIP visitors to the British Pavilion at the Paris Air Show on May 27 was French President, M. Georges Pompidou. He is seen here leaving the Pavilion after a tour of the exhibits.

Changes at the Boat Show

AT A recent meeting of the Board of National Boat Shows Ltd., decisions were taken that are bound to have an immediate effect on the overall success of next January's show, and possibly a long-term effect on all future shows.

Conscious as they were of the need to make the show financially viable whilst at the same time not detracting from its aim of providing a media for selling boats and an enjoyable public spectacle, the following decisions were taken and endorsed by the Council of the Ship and Boat Builders National Federation.

Sunday opening – The show will be open on the middle Sunday, January 9, from 2 p.m.-7 p.m. The question of Sunday opening has been under discussion for some years now, but recently pressure has been mounting for a change in policy and it has now been decided that, at least experimentally, it is correct to open.

Trade days – Again, over the years there has been increased clamour for two trade days and although the Board do not agree with this view, they do feel there is a case for making the first two days considerably more expensive, thus limiting the general public on those days. Conversely, dealers and exhibitors' business colleagues will appreciate the absence of thousands of visitors. The standard entrance fee for these two days will be £1.

General admission price – Apart from the first two days at £1 per visitor, the price of admission for the general public during the remainder of the show has been increased from 30p to 36p, children will still be charged 15p. This change should produce considerable extra revenue.

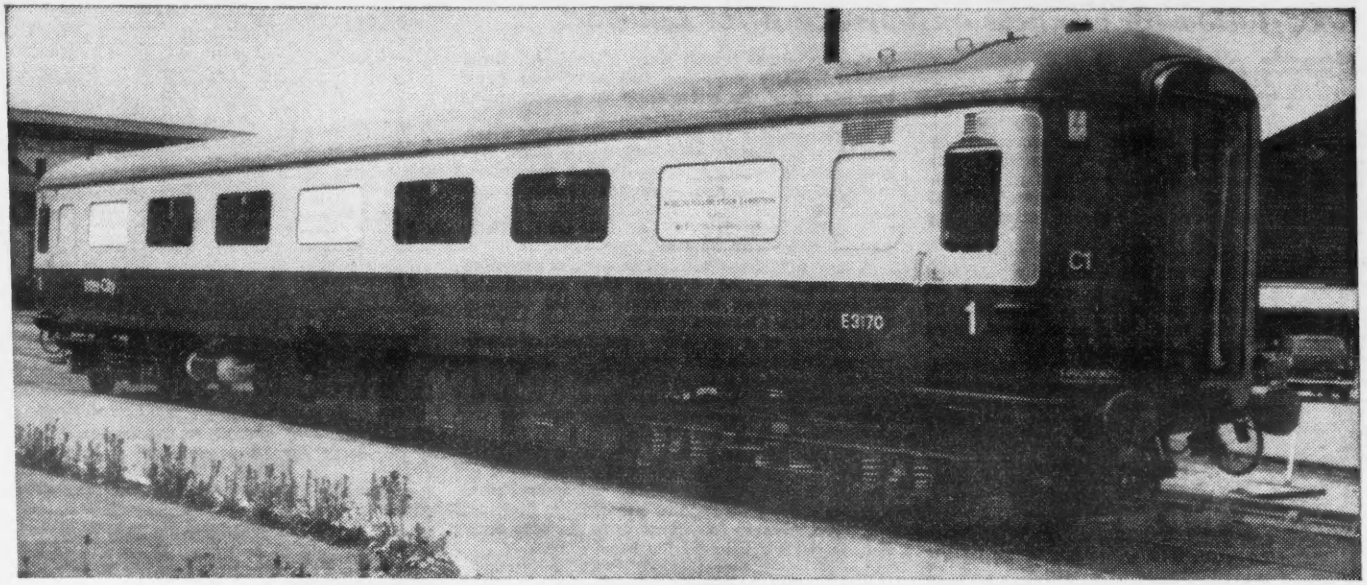
Margin boards for stands – These may be replaced by tape, thus resulting in a saving for exhibitors.

Overseas receptions – It was noted that the number of exhibitors and their foreign guests attending the overseas receptions in recent years has declined, and accordingly the Board have decided to hold them less frequently and to bring forward the 'opening hours' from 6.30 p.m. to 5.30 p.m. They hope that this change will encourage more firms with foreign visitors to take advantage of the hospitality offered.

Biggest ever DIY show

THE 19TH International Handicrafts and Do-It-Yourself Exhibition will be held from August 27-September 11, in the Empire Hall, Olympia, London.

The exhibition is expected to be the biggest yet with some 250 exhibitors occupying three floors.



On the eve of its departure for Moscow to be displayed at a Russian railway rolling stock exhibition, the latest design of coach (Mark IID) built at British Rail Engineering's Litchurch Lane Works, Derby, was put on show on May 26 at Derby. The exhibition, to be held at Shcherbinka, on the south east outskirts of Moscow from July 1-20, is being organized by the All-Union Chamber of Commerce and sponsored by three Soviet Ministries. Nearly 20 countries will be represented. The British exhibit has been organized by the Railway Industry Association (formerly Locomotive & Allied Manufacturers Association) as a joint venture with the Department of Trade and Industry.

Film '71 takes shape

WITH OVER 1,000 delegates expected to attend Film '71, plans are being finalized for this 2nd International Film and Television Technology Conference and Exhibition to be organized by the British Kinematograph, Sound and Television Society at the Royal Lancaster Hotel, London, from June 21-25.

Already registrations have been received from New Zealand, Germany, Canada, Finland, United States, France, Switzerland, South Africa, Holland, Norway, Sweden, Denmark, Greece, Hungary, Bulgaria, Czechslovakia, Yugoslavia, Sarawak, Japan, Russia, Italy, Spain, Portugal, Mexico, Argentina and Australia.

The Duke of Edinburgh will attend the morning session of Film '71 on Wednesday, June 23, when he will welcome overseas delegates to London.

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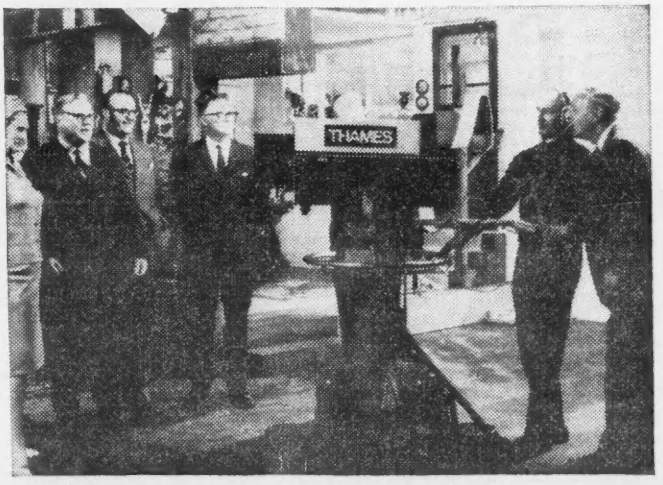
SOUTH AFRICAN VISITOR TO BRITISH TV STUDIOS



A behind-the-scenes look at a major British television studio was one of the highlights of a recent visit to Britain by the chairman of the South African Broadcasting Corporation, Dr. P. J. Meyer. Accompanied by his wife and Mr. J. N. Swanepoel, SAB's director in chief, management, Dr. Meyer visited Thames Television's main studio production centre at Teddington, Middlesex. The photograph shows (left to right) Mrs. Meyer, Dr. P. J. Meyer, Mr. J. N. Swanepoel, and Mr. N. Filmer (EMI, South Africa) on one of the studio sets while Sir Joseph Lockwood (right) assesses the picture quality of an EMI type 2001 colour camera.

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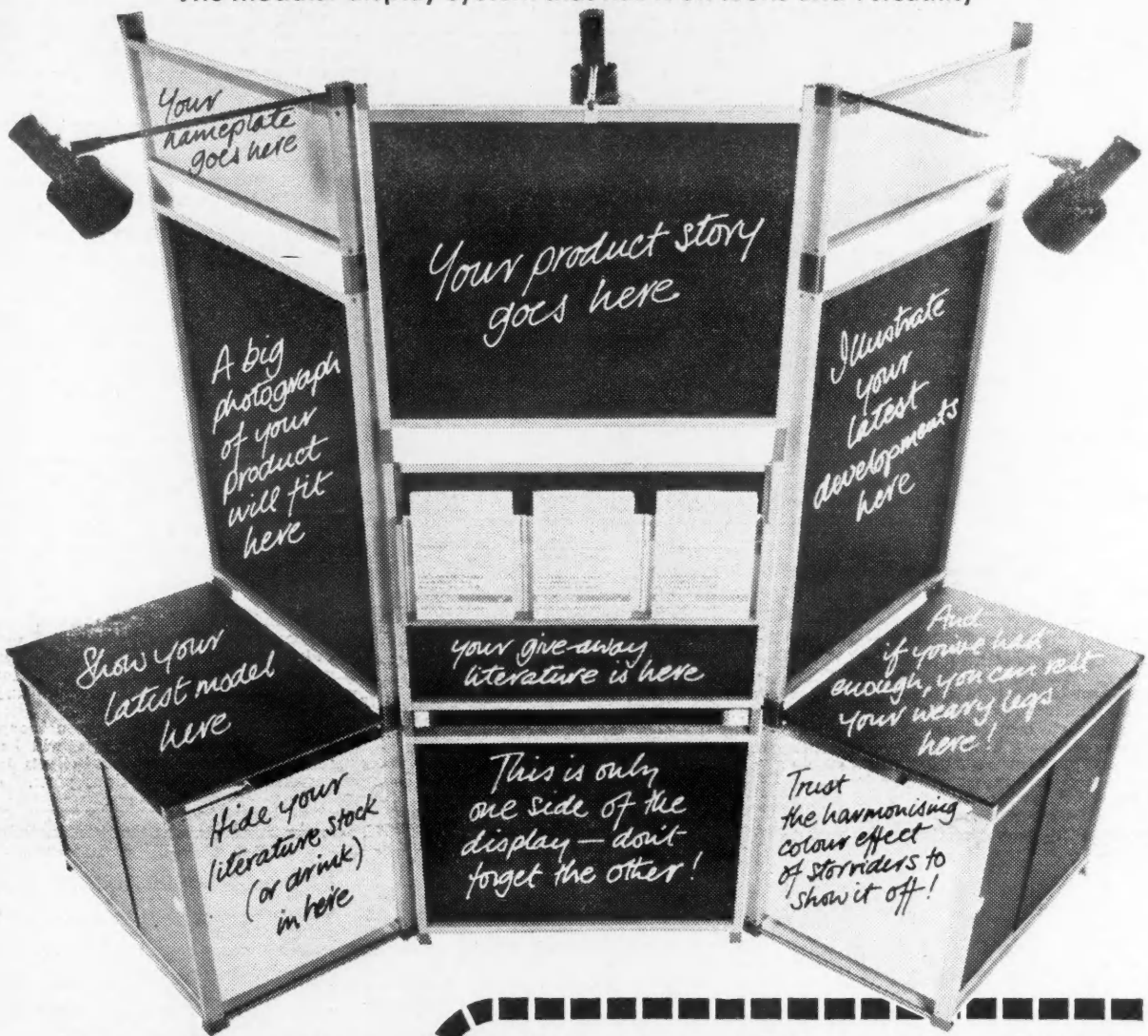
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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

SBTC party leaves Peking for home

MR. JOHN KESWICK, president of the Sino-British Trade Council, accompanied by Mrs. Keswick, Mr. K. G. C. May, Council member, and Mr. N. F. Webb, secretary-general, left Peking on May 29 en route to Hong Kong and the United Kingdom. Mr. P. S. Marshall, Chinese secretary to the SBTC, who also accompanied the party, left China on May 12 to welcome a Chinese delegation to the International Electronic Component Show held in London from May 18-21.

During a five-week stay in the People's Republic of China the party visited the Kwangchow Fair, spent about three weeks in the capital and made a 10-day tour of Shanghai, Hangchow and Nanking. During the tour the party visited some dozen factories, an agricultural commune, a tea commune, a workers' housing community, places of cultural interest and one of the latest cargo ships designed and built in China.

Speaking about his visit, Mr. Keswick said that everywhere they went the party received a very warm welcome and many cordial expressions of friendship for the people of Britain. He had had a number of constructive meetings with officials of the Ministry of Foreign Trade, the China Council for the Promotion of International Trade (who sponsored the visit), the China national trading corporations, the Bank of China, and other organizations. There had also been close contact with the office of the British Charge d'Affaires in Peking.

From his observations in the course of the tour, Mr. Keswick had no doubt that China's economy was moving steadily ahead and there was abundant evidence of a most productive agriculture and active industry in which great stress was being laid on self-reliance. Nevertheless, he thought there were many opportunities for trade, although there is likely to be a steady increase rather than any spectacular jump. As China produced more commodities for export there would be more financial resources available for importing the materials and equipment she needed.

British manufacturers were well placed to supply such requirements but they would need to keep the Chinese fully informed of their capabilities, particularly in new developments, and to be competitive in price and delivery. There would be severe competition from other countries, and this had to be faced.

Exports record for Ulster mission

Final figures issued on June 1 by the Ministry of Commerce show that a recent 20-man Northern Ireland trade mission to Australasia and the Far East was 'undersold' and that the real value of the mission in terms of overseas sales was almost double that previously announced.

Provisional figures released in April indicated sales of about £1.5 million, making it the most successful mission from Northern Ireland. But the final total shows that the trade delegation, representing principally the textile and engineering industries, earned orders which should be worth almost £3 million.

Mr. Robin Bailie, Minister of Commerce, explained that the provisional total was based on early returns obtained in the final days of the eight-week mission, when several of the companies represented were obviously not in a position to quantify positively the results of their efforts.

Firm orders totalled £870,000, in contrast to the provisional figure of £600,000. Anticipated sales amounted to £1.96 million. Of the four countries visited, the mission was most successful in Australia and Hong Kong, with firm orders worth £376,000 and £379,000 respectively, totalling £755,000, and over 50 per cent higher than the original provisional total for these areas. Also the potential has gone up to £1.28 million—£595,500 from Australia and £685,00 from Hong Kong.

In spite of their comparative unfamiliarity in Japan the members regard the potential of this market highly: actual sales were £20,000 and future orders over the next 18 months are confidently expected to reach a figure of about £560,000.

In New Zealand actual business was worth £94,000 and the potential has been estimated at £121,500.

30,000-MILE TRIP

Mr. J. Hugh Neill, chairman and managing director of James Neill Holdings Ltd., left recently on a 30,000-mile trip to the Far East and Australasia. Following upon the James Neill group's recent expansion and the subsequent rationalization of products and distribution arrangements, Mr. Neill is visiting agents in Australia and New Zealand to discuss and define future sales policy in those areas for Eclipse, Britool, Moore & Wright and Stubs products now marketed by James Neill (Sheffield) Ltd. He will also be calling upon the company's agent in Tokyo. Last year group sales in the Australasian market were over £300,000.

EXPORT TOURS

Visit to South Africa

MR. C. S. WARRANDER, director, Nesco Potatoes Ltd., Dyce, Scotland, left recently for South Africa. He will survey market prospects for his company's seed potatoes.

Spearheading sales drive

MR. KEITH HARFIELD, GRG export sales manager, Pirelli Ltd., arrived in Canada on June 1 to spearhead a three-month sales drive from Toronto to Florida. Subject of the drive is the company's ethylene propylene four-point seating platform, United States-Canadian sales of which have increased by over 300 per cent in the past 12 months.

The platform is claimed to be the only vulcanized seating suspension unit in the world which is completely resistant to sunlight or ozone. Four simple attachment points and independence of supporting structure are features which have enabled the rapid development of more streamlined and low-slung furniture.

Focal points of the 12-week drive are two major furniture exhibitions – the current Woodworking and Machinery Furniture Supply Fair in Montreal and the Pan Pacific Furniture Supply Fair in Los Angeles next September.

Demonstration yacht starts tour

BEGINNING her first overseas tour, the motor yacht 'Chico' (on charter to Marconi Marine for demonstration purposes) sailed recently from Tower Pier, London, bound for the Baltic, carrying the latest in marine communications equipment and radio navigational aids.

The tour opens at Turku (June 10 and 11) and will be followed by visits to Helsinki (June 16 to 18), Leningrad (June 24 to July 2), Gdynia and Gdansk (July 12 to 14), Szczecin (July 19 to 21) and Rostock July 26 to 28).

Under the command of Capt. J. B. Christie, and carrying a crew of four, including Mr. A. Van Bruggen, technical demonstrator, the vessel is equipped with a 'Commander' ssb/dsb transmitter; two new solid-state ssb/general-purpose receivers – 'Apollo' and 'Nebula'; a 'Falcon I' ssb radiotelephone; two solid-state vhf radiotelephones – 'Argonaut SP' and 'Corvette 20S'; a 'Lodestar II' fully automatic direction finder; 'Seachart', 'Seascribe' and R300 echosounders; 'Raymarc 8' and Raymarc 16' radars together with 'Minicall' talk-back equipment, 'Lifesaver' portable lifeboat equipment, Marconi-Thrige-Titan autopilot, and other ancillary items of equipment.

Mr. E. Dalton, Marconi Marine's export sales manager for Eastern Europe, will be present for discussions with potential clients during the vessel's visits to the various ports.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Over £350,000 orders in 12 months

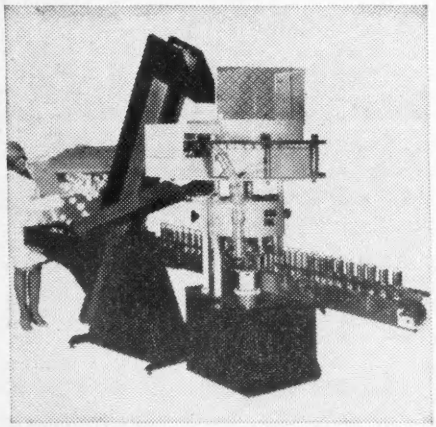
By establishing a sales and service team permanently based in Cologne, The Hydrovane Compressor Co. Ltd., Redditch, Worcs., have achieved impressive penetration of the German market with their rotary air compressors. The company – a subsidiary of Chloride Electrical Storage Co. Ltd. – claim that in the immediate past 12 months they have taken German orders worth more than £350,000 and plans have been announced for substantially increasing this figure during the current year.

Arabic signs – made in Middlesex

A contract for the manufacture and erection of all the direction and information signs in the new terminal building of Bahrain International Airport has been awarded to the sign division of Willing & Co. Ltd., Perivale, Middx. The contract, worth some £17,000, entails the manufacture of over 100 illuminated signs, various non-illuminated signs and the main terminal neon identification sign, all featuring both Arabic and English texts. As with signs installed at London's Heathrow, the graphics have been designed by Kinneir, Calvert Tuhill, who also designed the sign systems installed at Sydney and Melbourne Airports.

Heaters for Russia

Eltron (London) Ltd., Croydon, have received orders for 21 electric drum heaters for use at a chemical plant at Pravdinsk in Western Siberia. The heaters will be used to heat deep frozen drums of volatile chemicals from −55°C to 0°C so that the contents may be extracted and used in the chemical process. An unusual feature of the heaters is that they have to be completely flameproof and waterproof.



A £35,000 order for six fully automatic aerosol overcapping machines has been placed with Dico Packaging Engineers Ltd., Merrow, Guildford, a member of the Bifurcated Engineering group, by Connecticut Chemicals Ltd. of Canada for their factory in Toronto. The machines will be used for applying a wide range of plastic overcaps, of both dust-cover and combined cap-and-valve types, to aerosol cans for many North American suppliers. Picture shows one of the machines on test before despatch.

Car sent to Korea – by jet

A charter fixture arranged for Korean clients by the Cardiff office of Powell Duffryn (Travel) Ltd. has delivered a Cortina saloon car in Seoul, South Korea, less than 48 hours after it came off the assembly lines of Ford Motors at Dagenham. The journey of more than 10,000 miles was made in a specially chartered jet cargoliner

The car, an export version Model 'L', is going into immediate service to introduce the new Cortina range to the South Korean market. Later it will become the production prototype for the Cortina range at an assembly plant in Ulsan, South Korea. Already the Hyundai Motor Company is producing an extensive range of cars, trucks and buses at the plant, using a combination of locally made parts and basic components from Ford factories in Britain.

Computer accounting system ordered

A further significant order for advanced accountancy software packages has been announced by Randax-EDP Ltd. The order, placed by Wit Industrials Ltd., Johannesburg, covers the supply of modules from the Modular Accounting Plan (MAP) – comprehensive computer accounting system.

This order closely follows a similar one for MAP received from Australia.

£360,000 ILLUMINATIONS CONTRACT

New developments of plastics and lighting are allied in an ambitious scheme which won a £360,000 contract for Irvine Martin (Plastics) Ltd., Martlesham Heath, Suffolk, for the illumination of Tehran and Shiraz. The entire project was designed by Winton G. Irvine, managing director, as part of the celebrations in Iran of the 2,500th anniversary of the Persian Empire.

Mr. Irvine flew to Tehran four times to make the arrangements and co-ordinate activities with the celebrations committee, and another four trips at least will be needed before October 12 when the lights will be switched on.

Installation on site will be by James Kilpatrick (Overseas) Ltd., who are co-operating with Irvine Martin (Plastics) Ltd., through their office in Tehran, for this exercise.

TV transmitting aerials for Denmark

EMI have won a contract to supply six VHF television transmitting aerial systems to the Danish Posts and Telegraphs Department for its national television service. The contract is the second Danish aerials order which the telecommunications group of EMI Electronics Ltd., Hayes, Middx., have received within the past year, bringing the total value for these contracts to well over £60,000

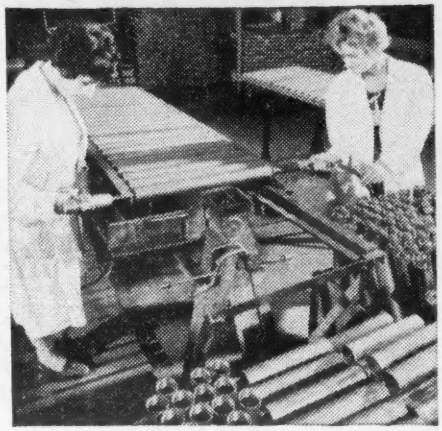
EMI recently completed a contract to supply a Band I aerial system to replace an existing installation at the Danish broadcasting station at Funen.

30th bitumen blending set ordered

With the expansion of the Japanese road-building programme, Plenty & Son Ltd., Newbury, Berks., recently won an order from Shell, Japan for another bitumen blending set. This is the 30th identical unit ordered by the company.

Rolling mill equipment for Yugoslavia

Rolling mill equipment is to be manufactured by Alexander Stephen Engineering Ltd., of Linthouse, Glasgow, for a steelworks at Skopje, Yugoslavia. Contracts for the equipment manufacture have been placed with Stephens by Davy and United Engineering Co. Ltd., Sheffield.



Picture shows the assembly of conveyor sections at the Barry, Glamorganshire, factory of J. Collis and Sons Ltd., manufacturers of mechanical handling equipment, where 250,000 ft. of precision steel tube is used each year in the production of conveyor rollers and stands. Much of the tube is supplied through Kirkby Steel Tubes Ltd. – official stockists for Tube Products Ltd., a TI Steel Tube Division company. During the last 12 months, J. Collis have won export contracts to nearly 20 countries.

Increased orders

Stenner of Tiverton Ltd., sawmilling machinery manufacturers, report that the value of export orders received during the first five months of 1971 showed an increase of 162 per cent above the corresponding period of last year. The orders were 58 per cent of the total and the main markets were Australia, Eire, South Africa, Singapore, Canada, Nigeria, the United States, Colombia, Philippines, Sweden, Solomon Islands, Liberia, Uganda, the Cameroons and Guatemala.

Instruments for Ghana and Nigeria

Having supplied instruments, panels and commissioning for the Guinness Brewery in Cameroon, Taylor Instrument Companies (Europe) Ltd., of Stevenage, Herts., are to supply similar equipment and services for the new Guinness brewhouse in Ghana and brewery extensions in Nigeria.

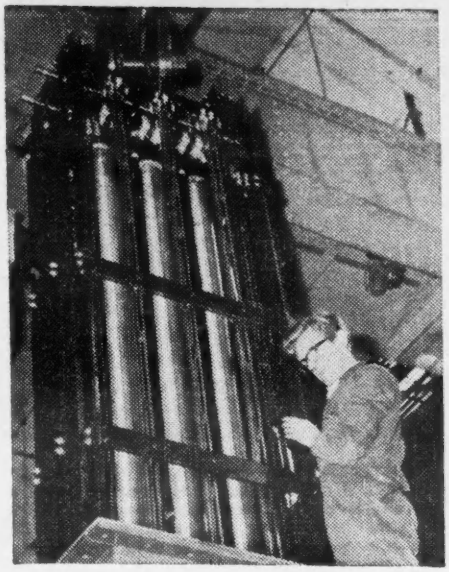
The three orders, totalling more than £30,000, were placed with Taylor on behalf of the respective resident Guinness Company by Guinness Overseas Ltd., who are responsible for the design and installation.

Major Mexican order

Tennant Industrial Ltd., London (a subsidiary of Tennant Guaranty Ltd.) have secured a major contract for the supply of British scientific and technical equipment to one of Mexico's leading centres for advanced studies, the Instituto Politecnico Nacional. The contract was concluded after negotiations instituted more than three years ago in collaboration with the Scientific Instrument Manufacturers' Association of Great Britain (SIMA).

The initial contract, for £620,000, represents a breakthrough in Latin America for British scientific instrument and allied industries. Over 90 British firms are involved, most of whom will be receiving substantial orders.

By combining the Institute's many different requirements into a single contract, Tennant Industrial have been able to arrange credit terms for five years. This has been a major factor in the success of the operation, especially in view of existing credit facilities extended by other countries. The company has also been responsible for locating sources of supply and co-ordinating the project as a whole.



Two 8400 kVA throughput line voltage regulators have been supplied to Petrobras of Brazil by Brentford Electric, a member of the GHP group. The equipment will be used to stabilize the 4160 volt 3-phase supply to four oil-line pumps and auxiliary power supplies at a pumping station near Soa Paulo. Picture shows the core and coil assembly of the voltage regulating transformer being lowered into its oil-filled tank at Brentford Electric's Crawley, Sussex, factory.

Slates for New Zealand

More than 50,000 best blue Penrhyn 18 x 10 in. roofing slates, weighing approximately 70 tons, are en route to Auckland, New Zealand, by sea. They were ordered by the Auckland City Council for use in the renovation of their municipal art gallery.

The slates come from the Penrhyn Quarry, Bethesda, near Bangor, North Wales, almost in the shadow of Snowdon, claimed to be the biggest opencast slate quarry in the world, covering some 560 acres, and presenting the appearance of a great Roman amphitheatre. The 21 terraces, or galleries, rise one above the other, in tiers, from the floor of the quarry to the very shoulder of the mountain – a height of over 1,200 ft.

Despite the use today of synthetic roofing materials, slate is still very popular because of its almost everlasting quality and practically non-existent maintenance costs.

Both Conway and Caernarvon Castles, built in 1282-1284, were originally roofed with slates, and at Penrhyn Quarry there are samples of slates, over 250 years old, taken from the roof of St. Asaph Cathedral. When examined, all the slates were in such excellent condition that they were used again for roofing.

As the result of a £500,000 modernization programme carried out over the last few years by Sir Alfred McAlpine & Son Ltd., who have a majority shareholding in the quarry, Penrhyn slate is now brought out in sufficiently large sizes to allow the manufacture of flooring, cladding and cills, in addition to roofing slates. The new Montparnasse Station in Paris incorporates Penrhyn slate cladding, as does a state building in Raleigh, North Carolina, in the United States.

Over £200,000 transformer orders

During the first quarter of 1971, the transformer division of Ferranti Ltd. received over £200,000-worth of orders from New Zealand. The largest part of the orders was for six 20/40 MVA, 66/11 kV three-phase transformers, fitted with the division's ES3 tap changer, for the Municipal Electricity Department, Christchurch.

All the orders were placed through the company's agents in New Zealand, A. D. Riley.

Baggage handling system ordered

The Ministry of Works in South Africa has placed a £50,000 contract with Douglas-Rownson, Basingstoke (Baker Perkins group), for an automatic baggage handling system to be installed at the Jan Smuts International Airport, Johannesburg.

Modular dryer for Germany

The first order for one of the recently introduced Singer modular dryers was placed with Singer-Cobble Ltd., Blackburn, Lancs., by Dura of Fulda, West German carpet manufacturers. Costing around £130,000, it will be used for foam backing.

Oxygen plant for France

Air Products, New Malden, Surrey, have been awarded a contract worth over £1 million to build a 285 tons/day high-purity oxygen plant for a joint venture between their French associate, Société des Produits de l'Air ('Prodair' – formerly named Société Savoisienne de Produits Cryogeniques) and the French steel producers, Acieries de Paris et d'Outreau. The trade name of the joint venture is 'Outreau-Prodair'.

This is the first time that Air Products have won a contract to build cryogenic plant in France and the award marks a further stage in the company's current expansion on the Continent and in particular within the European Economic Community.

During the past three years, Air Products have sold major cryogenic plant to Germany, Italy, Belgium, Netherlands, Denmark, Finland and Spain as well as to South America and Africa.

This latest success in France follows recent announcements of major export contracts to supply two nitrogen generators to Spain (worth £250,000) and a major oxygen plant to the Democratic Republic of the Congo (£600,000).

Tin-printing ovens for Russia

Three Ballard 'Evenheat' tin-printing ovens, designed and manufactured by Gibbons Brothers Ltd., Brierley Hill, Staffs. – part of the Gibbons Dudley group – have been ordered by an Italian consortium. The Gibbons part of the order is worth about £80,000.

The printers are destined for Russia for a factory being built to produce aerosol containers.

Marine gauges for Italy

Whessoe Systems and Controls Ltd. – member of the Whessoe group – have received an order through their agent, Dott. Ing. Rosario Scandura and Figlio of Milan, for five ships' sets of cargo tank gauges. The order is worth more than £70,000.

This order, from Italcantieri SpA, brings to 11 the number of oil-ore carriers to use the winding gear since its introduction in 1970, including orders from Japanese, the Federal German Republic and United Kingdom shipyards.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre, 1 Victoria Street, London, SW1H OET (Tel. 01-222 7877, Ext. 2479/80).

A pilot is hoisted up a ship's side at the rate of a foot per second on a White Major pilot hoist manufactured and marketed by J. Samuel White & Co. Ltd. of Cowes, Isle of Wight, who have received an order for 13 hoists from Odense Shipyard, Denmark. Since the introduction of the first White Major pilot hoist in 1964, nearly 600 have been sold to shipbuilders all over the world. They have been exported to 19 countries, including the United States, Japan, West Germany, Greece, Holland, Canada and Liberia.

Boilers for West Bengal

Raw materials, component parts and spare parts worth more than £1.5 million for the construction of two 120 MW radiant boilers have been ordered from Babcock & Wilcox Ltd. by their subsidiary, ACC-Vickers-Babcock Ltd., West Bengal.

The materials, which include structural steel plates, manifolds, drum slings, soot blowers and valves, are for the third and fourth boilers to be built for the West Bengal State Electricity Board, Santaldih.

Destined for Newfoundland

Vulcascot Ltd., the Acton-based engineering firm, have won a large contract from Walmsleys (Bury) for ultra-high molecular weight polyethylene suction-box covers, forming boards and sealing strips, which will be fitted to a paper-making machine now being built as part of a £14 million order for the Javelin Paper Corporation of Newfoundland.

This machine, when completed, will produce unbleached kraft linerboard at the rate of 1,000 tons/day. The wire width of the machine will be 350 in. This is claimed to be one of the largest machines ever produced in the United Kingdom.

A similar contract was placed with Vulcascot for a very wide Walmsley newsprint machine supplied to Dynas A/B of Sweden.

Commercial vehicles for Cyprus

Dennis Brothers of Guildford have won a £100,000 order from Cyprus for their 10½/11-ton-payload commercial vehicle, the Dennis 'Dominant.'

This order for chassis-cab trucks and spares, to be delivered within three months, is the second from Cyprus. An earlier recent delivery of the same Dennis model has resulted in the vehicle being thoroughly tested in the difficult operating conditions in Cyprus.

The 14 ft. 5 in.-wheelbase 'Dominant' is powered by a Perkins 6.354 diesel engine and has an Eaton two-speed axle. The cab is made by Dennis in glass-fibre reinforced plastic.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

BULGARIA – LINE OF CREDIT: There is still a substantial amount of room under the Bulgarian £5.9 million line of credit made available by National Westminster Bank in December last, and backed by ECGD. This credit enables United Kingdom exporters to negotiate contracts with a minimum value of £10,000 on a 'cash' basis receiving full payment at the time of shipment. It is available until the end of this year for United Kingdom capital goods and associated services and semi-manufactured metal goods including tin plate.

The current Five Year Plan (1971-1976) in Bulgaria is expected to provide opportunities for United Kingdom exporters of chemical plant, computers, electronics machinery, agricultural and irrigation equipment, and equipment for civil aviation. Exporters negotiating such business or requiring further information should write to or telephone Mr. A. J. Brander, Export Credits Guarantee Department, Aldermanbury House, Aldermanbury, London EC2 (Tel. 01-606 6699, Ext. 7302) or National Westminster Bank Ltd., Export and Shipbuilding Finance Department, 1 Princes Street, London EC2 (Tel. 01-606 1080).

LIVERPOOL OFFICE OF CANADA–UNITED KINGDOM CHAMBER OF COMMERCE: The council of the Canada-United Kingdom Chamber of Commerce has decided to open small branch offices in the main United Kingdom cities, starting with Liverpool on June 1.

The Council says that the background to this decision is that during the past 12 months new and effective relations have been established between the Canada-United Kingdom Chamber and relevant bodies in Canada concerned with two-way trade between the United Kingdom and Canada. New import and export committees are being set up by the Chamber and various discussions as to the future active co-operation are in prospect.

DOUBLE TAXATION – ZAMBIA: Discussions took place in London from May 24-27 about a new Double Taxation Convention between the United Kingdom and Zambia. Agreement was reached at the official level on the text which will now be submitted to Governments.

DATAPOST EXPANDS TO UNITED STATES: Datapost, the Post Office's overnight door-to-door delivery service, is to be extended to the United States from June 28.

Customers will be able to send items from Britain to 35 cities in the United States under an agreement which the Post Office has negotiated with the United States Post Office Department. In most cases, the United States Post Office offers a choice of collecion at the airport or delivery to a business address. In other cases, items sent will be collected at the airport.

Datapost items posted in London will go to New York by late-night flight, enabling delivery in New York City early the following morning and at other destinations later in the day. Items posted in the provinces will be sent to London by normal Datapost routes, concentrated at the Western District sorting office and flown from London Airport on an early-morning flight, arriving in New York by mid-day for afternoon delivery.

The Western District Office will act as the inward and outward office of exchange for International Datapost, handling items going to the United States and those coming into Britain under a service similar to Datapost operated by the United States Post Office.

Note:

The cities are Atlanta, Baltimore, Boston, Chicago, Cincinnati, Cleveland, Dallas, Denver, Detroit, Hartford, Houston, Indianapolis, Jacksonville, Kansas City, Los Angeles, Louisville, Memphis, Miami, Milwaukee, Minneapolis, Newark, New Orleans, New York, Oklahoma City, Omaha, Philadelphia, Phoenix, Pittsburgh, Richmond, Rochester, St. Louis, San Antonio, San Francisco, Seattle and Washington DC.

HINTS TO BUSINESSMEN VISITING YUGOSLAVIA: A revised edition of the booklet on Yugoslavia has been published in the 'Hints to business men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

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Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations and Decisions may be seen on application.

General

Regulation (CEE) No. 1080/71 relates to the inclusion of new products in the list figuring in Annex I of **Regulation (CEE) No. 1025/70** establishing a common system applicable to imports from third countries (*Journal Officiel* No. L116 dated May 28, 1971).

Decision (CEE) No. 71/199 completes **Decision 68/183/CEE** of April 3, 1968 authorizing certain managerial measures to be taken within the framework of the common organization of agricultural markets (*Journal Officiel* No. L115 dated May 27, 1971).

Sugar

Regulation (CEE) No. 1048/71 modifies **Regulation (CEE) No. 766/68** drawing up the general rules concerning the grant of refunds on exports of sugar, and relates to the adjustment of the refund (*Journal Officiel* No. L114 dated May 26, 1971).

Regulation (CEE) No. 1060/71 modifies **Regulation (CEE) No. 1009/67** setting up a common organization of the markets in the sugar sector (*Journal Officiel* No. L115 dated May 27, 1971).

Regulation (CEE) No. 1061/71 fixes for the 1971/72 marketing year, the prices in the sugar sector, the quality standards for white sugar and sugar beet and the coefficients to be used in fixing the production quotas (*Journal Officiel* No. L115 dated May 27, 1971).

Regulation (CEE) No. 1062/71 fixes for the 1971/72 marketing year, the derived intervention prices, the intervention prices for unrefined sugar beet, the minimum prices for sugar beet, the threshold prices, the quantity guaranteed and the maximum amount of the production quota (*Journal Officiel* No. L115 dated May 27, 1971).

Oils, fats and seeds

Regulation (CEE) No. 1052/71 modifies **Regulation (CEE) No. 876/67** instituting an additional subsidy for colza and rapeseeds processed in Italy (*Journal Officiel* No. L115 dated May 27, 1971).

Regulation 1076/71 relates to the countervailing amount for the import of certain fats specified in the first line of paragraph 6, article 3 of **Regulation (CEE) No. 136/66** (*Journal Officiel* No. L116 dated May 28, 1971).

Regulation (CEE) No. 1077/71 modifies **Regulation (CEE) No. 143/67** relating to the countervailing amount applicable to the import of certain vegetable oils (*Journal Officiel* No. L116 dated May 28, 1971).

Milk and milk products

Regulation (CEE) No. 1075/71 modifies **Regulation (CEE) No. 985/68** drawing up the general rules governing the intervention measures in the butter and cream sectors (*Journal Officiel* No. L116 dated May 28, 1971).

Regulation (CEE) No. 1095/71 relates to certified proofs which must be given following the application for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L116 dated May 28, 1971).

Regulation (CEE) No. 1106/71 completes, in so far as it concerns Austria, **Regulation (CEE) No. 1054/68** drawing up a list of bodies authorized to issue certificates for the admission of certain dairy products coming from third countries under certain EEC Common Customs Tariff (*Journal Officiel* No. L117 dated May 29, 1971).

Fish and fish products

Regulation (CEE) No. 1082/71 modifies **Regulation (CEE) Nos. 2455/70** and **166/71** which relate to fixing common marketing standards in the fish sector (*Journal Officiel* No. L116 dated May 28, 1971).

Regulation (CEE) No. 1107/71 modifies the annex to **Regulation (CEE) No. 698/71** which relates to fixing the standard values for fish products withdrawn from the market and to interventions in the calculation of financial compensation (*Journal Officiel* No. L117 dated May 19, 1971).

Regulation (CEE) No. 1109/71 relates to the methods for fixing the import prices for certain fish products (*Journal Officiel* No. L117 dated May 29, 1971).

Regulation (CEE) No. 1110/71 extends **Regulation (CEE) No. 577/71** which relates to transitional measures concerning the system of support prices applicable in the Netherlands in the fish products sector (*Journal Officiel* No. L117 dated May 29, 1971).

Regulation (CEE) No. 1111/71 relates to the temporary exception granted for the marketing of 'Crangon' sp.p shrimps unloaded at German ports (*Journal Officiel* No. L117 dated May 29, 1971).

Flax and hemp

Regulation (CEE) No. 1053/71 fixes the aid for flax and hemp for the 1971/72 marketing year (*Journal Officiel* No. L115 dated May 27, 1971).

Rice

Regulation (CEE) No. 1056/71 modifies **Regulation (CEE) No. 359/67** setting up a common organization of the market for rice (*Journal Officiel* No. L115 dated May 27, 1971).

Ovo-albumin and lacto-albumin

Regulation (CEE) No. 1081/71 completes **Regulation (CEE) No. 170/67** concerning a common system of trade for ovo-albumin and lacto-albumin (*Journal Officiel* No. L116 dated May 28, 1971).

Wines

Regulation (CEE) No. 1083/71 extends until July 14, 1971, the period for the distillation of table wines (*Journal Officiel* No. L116 dated May 28, 1971).

Regulation (CEE) No. 1114/71 modifies **Regulation (CEE) Nos. 1430/70, 1679/70** and **1634/70** and extends the system applicable to imported wines from Algeria, Morocco, Tunisia and Turkey (*Journal Officiel* No. L117 dated May 29, 1971).

Fruit and vegetables

Regulation (CEE) No. 1096/71 relates to the application for premiums granted by Member States for the up rooting of apple, pear and peach trees (*Journal Officiel* **No. L116** dated May 28, 1971).

Tobacco

Regulation (CEE) No. 1063/71 fixes the target prices and the intervention prices for leaf tobacco as well as the reference qualities applicable to the 1971 crop (*Journal Officiel* No. L115 dated May 27, 1971). **EDB Ext. 7174, 408**

CUSTOMS REGULATIONS: Regulation (CEE) No. 1039/71 relates to determining the origin of certain textile products (*Journal*

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Officiel No. L113 dated May 25, 1971).

Regulation (CEE) No. 1038/71 modifies **Regulation (CEE) No. 2198/69** relating to time limits under Article 10, paragraphs 2 and 3 of **Regulation (CEE) No. 803/68** relating to the customs valuation of goods (*Journal Officiel* No. L113 dated May 25, 1971).

Regulation (CEE) No. 1079/71 modifies articles 35 and 48 of **Regulation (CEE) 542/69** relating to community transit (*Journal Officiel* No. L116 dated May 28, 1971).

EDB Ext. 7174, 408

Portugal

ADDITION OF NOTE TO BN 79.02: Portuguese *Diario do Governo* No. 109, First Series, of May 10, published the following note for addition to BN 79.02 of the import tariff:

79.02 . . .

Note: Small plates and sheets of zinc, of circular, hexagonal or other shape suitable for the manufacture of zinc containers for dry batteries shall, when imported by manufacturers making use of them solely to produce such containers, be liable on import to the rates of 0.08 and 0.04 escudos per kg in the maximum and minimum tariffs respectively.

Small plates and sheets of zinc used otherwise than shown above shall be held to be in evasion of the duties to which they would be liable had they not been charged at these rates. Manufacturers must enter in a special register quantities imported and the corresponding containers produced and must make available for customs inspection all details considered necessary to verify such use and to ascertain stocks.

The minimum tariff rate shown in the above note is now the new base duty. For EFTA purposes, goods covered by the above note will be subject to the provisions of Article 3 of the EFTA Convention and will enter Portugal free of duty.

EDB Ext. 460/462

EXEMPTION FROM DUTY - BN 27.10.01: *Diario do Governo* No. 93, First Series, of April 21, 1971 published Portuguese Decree Law 150/71 which authorized the exemption from import duty, or from the levelling tax, of motor spirit classified under BN 27.10.01 when imported for use exclusively in the production of ammonia. Importers will be required to fulfil certain conditions in order to qualify for this exemption. Details are available if required.

EDB Ext. 460, 462

SYNTHETIC ORGANIC COLOURINGS: With effect from April 1, food products coloured with Red No. 1; Green No. 1; Yellow No. 1; Yellow No. 2 may not be sold in Portugal. Details of further amendments to the list of permitted synthetic organic colourings are available.

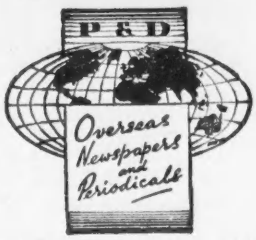
EDB Ext. 460, 462

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.



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ACCELERATED TIMETABLE OF DUTY REDUCTIONS: Portuguese Decree Law 193/71, published in *Diario do Governo* No. 110, First Series, of May 11, listed certain items which are to be subject to accelerated reductions of EFTA duties under the provisions of Annex G of the EFTA Convention. The first accelerated reduction of 20 per cent of the basic duty – making an overall reduction of 70 per cent – for goods listed under A below, will come into force on July 1, 1971; in the case of goods listed under B, below, the initial reduction will be by 30 per cent – to make an overall reduction of 80 per cent – and will also be effective from July 1, 1971. In both cases further reductions of 10 per cent of the basic duty will take place on January 1 of each year hereafter.

A

BN 2944 ex 04; 4418; ex 8445 01-06, inclusive, and 08.

B

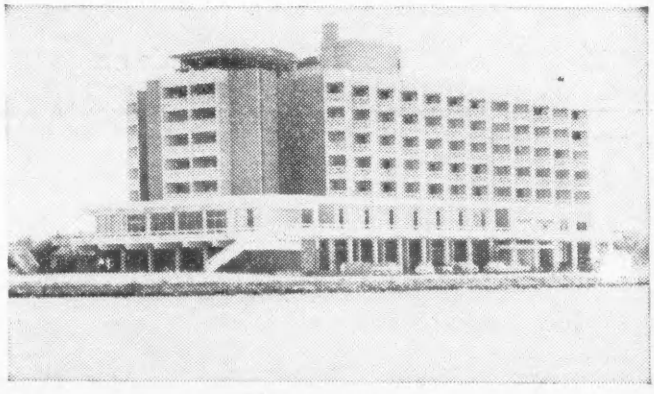
BN 2939; 3002; 3903 10;

BN 6111 02; 7014 01-03, inclusive; 8205 ex 02; 8501 ex 08; 8515 01; 8519 10.

EDB Ext. 460, 462

ADDITION TO LIST OF DUTY FREE ARTICLES: Portuguese Decree Law 193/71 also published, with effect from July 1, 1971, an addition to the list of items subject to the provisions of Article 3 of the EFTA Convention. BN 9101 01-08, inclusive, should be added to the list annexed to Decree Law No. 47958 of September 25, 1967 (see the *Board of Trade Journal* for January 26, 1968).

EDB Ext. 460, 462



Two thousand gallons of decorative paints manufactured by Blundell-Permoglaze Ltd. have been used on the Gulf Hotel, Bahrain, near Muharraq Airport. Designed and built by George Wimpey and Co. on a 200,000 sq. ft. peninsular site reclaimed from the sea, the 130-room Gulf Hotel, owned by Bahrain Hotels Co. Ltd., is already proving so popular that additional wings are being built. The interior decoration of the hotel was completed in Pammastic emulsion and Permoglaze gloss paint, with suitable Permaglaze undercoats and primers, to a basic four-colour scheme.

Spain

IMPORT QUOTA – COATED PAPER: The Spanish *State Gazette* of May 29 announced the following import quota with a customs duty of 3 per cent valid until June 30, 1971.

Tariff Heading	Description	Quota in tons
48.07 B 1	Coated paper weighing 65 grammes or less per square metre	3,000

CUSTOMS TARIFF – CAPITAL GOODS LIST: In Decree 1090/71 the Spanish authorities announced the following addition to the Capital Goods List of the Spanish Customs Tariff effective from May 29, 1971:

Tariff Heading	Description	Reduced duty	Valid during
87.03-C	Crane lorries with a lifting power of 70 tons or more and with a working length of more than 3·5 metres	10%	2 years

EDB Ext. 460, 462

POSTAL ITEMS FOR MAINLAND CHINA

Exporters are reminded that all postal items destined for Mainland China must include the words 'People's Republic of China' in the address. The use of the words 'Republic of China/Chinese Republic' alone are not sufficient and could result in the return of the item to the United Kingdom. The correct form of address must also be used on any documents associated with parcels.

Algeria

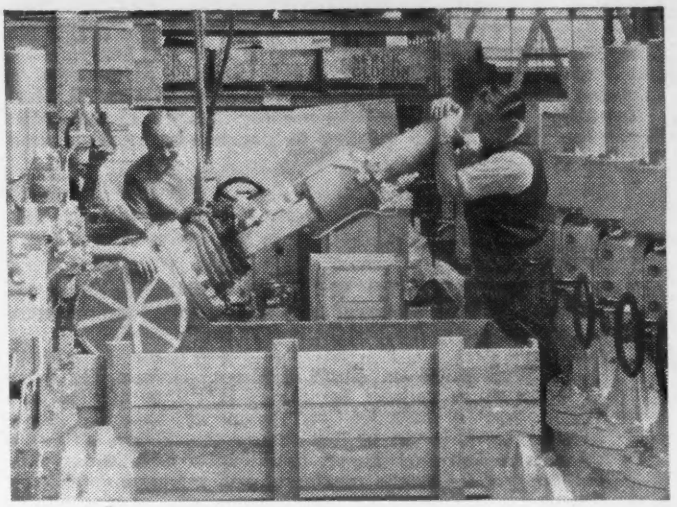
CHANGES IN PRODUCTION TAX: The Algerian *Journal Officiel* of December 31, 1970, announced details of changes in Production Tax under the Finance Law for 1971. The main changes affecting imported goods and the new rates of tax are as follows:

	Old	New
Normal rate	20·48%	25%
Increased rate	37·93%	42·85%
Specially increased rate	53·84%	66·66%

EDB Ext. 420, 475

CUSTOMS TARIFF MODIFICATIONS: The Algerian *Journal Officiel* of December 31, 1970 published details of customs tariff modifications. Goods affected include (BTN Tariff Heading No.): 04.04, 18.06, 21.04, 21.05, 58.04, 58.09, 61.01 Ex 66.01, 69.11, 84.06, 85.06, Ex 87.02, 87.06.

EDB Ext. 420, 475



Control valves worth more than £50,000 have been supplied by Serck Controls of Gloucester for oxygen and natural gas plants in Algeria. Most of the valves are being supplied through Fluor (England) Ltd. to two natural gas installations being built in the desert several hundred miles inland from Algiers, for Sonatrach, the State-owned oil producer.

Tunisia

INCREASE IN CUSTOMS FORMALITIES TAX: The Tunisian *Journal Officiel* of December 29, 1970, announced an increase in the customs formalities tax. The new rates are as follows:

(a) Imported goods: 40 millimes per 1,000 kilogrammes or less gross weight, with a minimum rate of 2.5 per cent of the value of the imported goods.

(b) Exported goods: 30 millimes per 1,000 kilogrammes or less gross weight, with a minimum rate of 1.5 per cent of the value of the exported goods.

EDB Ext. 420 475

SUSPENSION OF CUSTOMS DUTIES AND PRODUCTION TAX: The Tunisian *Journal Officiel* of May 7 announced that the import of polyane in sheets, sheaths or rolls into Tunisia would be exempt from customs duties and production tax, provided that these were intended for use in the horticultural industry. This decree took effect from April 1.

EDB Ext. 420, 475

Libya

ARBITRATION ON PUBLIC ADMINISTRATION CONTRACTS: The *Board of Trade Journal* of October 14, 1970 gave details of Libyan Law No. 76 of 1970 regarding arbitration on public administration contracts. This Law has now been amended so as to empower the Council of Ministers in cases of absolute

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necessity and upon the recommendation of the Minister of the Government Department concerned to exempt certain contracting parties or contracts from the requirement that disputes arising from a contract should be settled by arbitration before a Libyan court.

CRE Ext. 2357

DEVELOPMENT BUDGET: The Libyan Development Budget for the year ending March 31, 1972 was published by Decree on May 9. The following gives the breakdown of specific allocations:

Table of expenditure – £ Libyan '000

Total	**300,000**
1. Agriculture and agrarian reform	**50,400**
1. Agrarian reform	17,500
2. Water and soil preservation	10,400
3. Plant production	2,800
4. Animal production	1,750
5. Forests and pasture	1,375
6. Marketing, loans and subsidies	12,400
7. Agricultural research	375
8. Agricultural roads	3,500
9. Means of communication	300
2. Industry and mineral resources	**32,000**
1. National Industrialization Corporation	20,700
2. Industrial Research Centre	600
3. Industries encouragement programme	430
4. Development of traditional industries	570
5. Fisheries development	700
6. Real estate and industrial loans	9,000
3. Oil	**21,600**
1. Oil refinery	7,270
2. Complex of industries based on gas	4,500
3. Exploration and production	4,000
4. Oil depots	850
5. Oil tankers	2,860
6. Establishment of Drilling and Geophysical Company	1,120
7. Training in oil affairs	1,000
4. Economy and tourism	**7,000**
1. Trade and marketing	5,450
2. General Fairs Authority	120
3. General tourism	1,390
4. Research and training	40
5. Education and national guidance	**30,200**
1. Elementary education	10,000
1. Preparatory education	3,000
3. Secondary education	1,500
4. Vocational education	2,650
5. Teacher training institutes	1,700
6. Higher education	7,000
7. Services related to education	1,000
8. Elimination of illiteracy	200
9. National guidance	2,700
10. Archaeology	350
6. Labour and social affairs	**5,100**
1. Manpower development	2,500
2. Social affairs programme	1,500
3. Social insurance and social welfare	600
4. Youth and sports	250
5. Mosques	250
7. Health	**17,000**
1. Hospitals	13,540
2. Curative medicine	1,800
3. Preventive medicine	42
4. Combating epidemics and infectious diseases	367
5. Medical training	880
6. Planning and statistics	6
7. Trust funds	115
8. Communications media	250
8. Communications and transport	**39,800**
1. Roads	18,300
2. Civil aviation	2,400
3. Road transport	411
4. Meterorology	110
5. Public Transport Corporation	650
6. Shipping Corporation	1,500
7. Libyan Arab Airlines	6,762
8. General Postal Authority	5,317
9. General Ports Authority	4,350
9. Electricity	**21,500**
1. General Electricity Corporation	21,500
10. Housing and public utilities	**40,000**
1. Construction of houses	27,450
2. Public utilities	6,000
3. Buildings for services	300
4. Administration buildings	1,250
5. Completion of houses and public utilities	5,000
11. Interior and local government	**31,800**
1. Governorates' projects	1,550
2. Municipalities' projects	29,150
3. Police projects	600
4. Urban and rural planning	150
5. Training	100
6. Communications media	250
12. Civil Service	**500**
1. National Administration Institute	200
2. Training of employees	300
13. Planning	**1,600**
1. Studies and research	14
2. Statistics	89
3. Survey work	541
4. Participation in International Organizations	931
5. Training	15
6. Transportation	10
14. Reserves for development projects	**1,500**
1. Reserves	1,500

No further breakdown of these allocations is yet available.

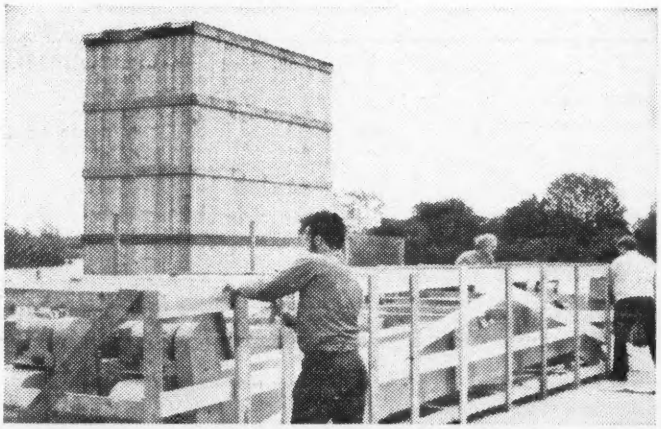
CRE Ext. 2357

FOOD REGULATIONS: It has been brought to the attention of the Department of Trade and Industry that the Libyan Customs authorities now require that all consignments of foodstuffs entering Libya should be accompanied by a certificate of hygiene from the relevant Government Department in the country of origin of the goods. In the case of goods originating in the United Kingdom, it is suggested that a certificate be obtained from the Chief Public Health Inspector for the area covering the exporter's premises and submitted to the Foreign and Commonwealth Office for certification and then to the Libyan Embassy in London for legalization.

EDB Ext. 420/475

CUSTOMS TARIFF: The Libyan Customs Tariff has been amended as follows:

Tariff No.	Description	Rate of Duty
18/6	Chocolate and other food preparations containing cocoa:	
	Specially prepared for children or diabetics	Nil
	Other	40%
19/2	Preparations of flour, starch or malt extract, of a kind used as infant food or for diabetic or culinary purposes, containing less than 50% by weight of cocoa:	
	(a) With cocoa or chocolate added:	
	Specially prepared for children or diabetics	Nil
	Other	20%
	(b) Other:	
	Specially prepared for children or diabetics	Nil
	Other	20%
19/3	Macaroni, spaghetti and similar products:	
	Specially prepared for children or diabetics	Nil
	Other	25%
19/4	Tapioca and sago, tapioca and sago substitutes obtained from potato or other starches:	
	Specially prepared for children or diabetics	Nil
	Other	20%
19/5	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products):	
	Specially prepared for children or diabetics	Nil
	Other	20%
19/6	Communion wafers, empty cachets of a kind suitable for pharmaceutical use, sealing wafers, rice paper and similar products:	
	Specially prepared for children or diabetics	Nil
	Other	10%
19/7	Bread, ships' biscuits and other ordinary bakers' wares, not containing sugar, honey, eggs, fats, cheese or fruit:	
	Specially prepared for children or diabetics	Nil
	Other	50%
19/8	Pastry, biscuits, cakes and other fine bakers' wares, whether or not containing cocoa in any proportion:	
	Specially prepared for children or diabetics	Nil
	Other	50%
20/1-2	Vegetables, prepared or preserved, whether or not containing salt, spices or mustard:	
	(a) Mushroom and truffles:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(b) Tomatoes and tomato puree:	
	Specially prepared for children or diabetics	Nil
	Other	£1.0-100 per kg. net
	(c) Olives and capers:	
	Specially prepared for children or diabetics	Nil
	Other	30%
	(d) Roasted chick-peas:	
	Specially prepared for children or diabetics	Nil
	Other	25%
	(e) Other:	
	Specially prepared for children or diabetics	Nil
	Other	25%
20/3-6	Fruit, prepared or preserved, whether or not containing added sugar or spirit; parts of plants preserved by sugar:	
	(a) Fruit, fruit-peel, and parts of plants preserved in sugar (drained, glace or crystallized):	



Part of a 15-ton tea-blending plant is crated at Vulcan Freight's Packing Division in readiness for the long sea voyage to North Africa. The plant is part of a £50,000 consignment shipped by the General Navigation and Commerce Company to a factory in Casablanca, Morocco.

LIBYA, *continued*

Tariff No.	Description	Rate of Duty
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(b) Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations:	
	(1) Apricot paste (Kamar-al-din) specially prepared for children or diabetics	Nil
	Other	33⅓%
	(2) Other:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(c) Fruit, otherwise prepared or preserved:	
	(1) Fruit preserved in alcohol:	
	Specially prepared for children or diabetics	Nil
	Other	60%
	(2) Nuts of all kinds, roasted (hazelnuts, almonds, groundnuts, etc.):	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(3) Other:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
20/7	Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:	
	(a) Date syrup (date juice):	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(b) Other:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
21/3	Mustard flour or prepared mustard:	
	Specially prepared for children or diabetics	Nil
	Other	25%
21/5	Soups and broths, in liquid, solid or powder form:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
21/7	Food preparations not elsewhere specified or included:	
	(a) Non-alcoholic preparations (compound extracts used for making beverages):	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
	(b) Other:	
	Specially prepared for children or diabetics	Nil
	Other	33⅓%
29/6-45	Other organic compounds:	
	(e) Saccharine and similar sweetening agents:	
	Specially prepared for use in medical and preventative ment (for diabetics)	Nil
	Other	£L22·500 per kg. net
34/1	Soap, including medicated soap:	
	(d) Other soap (excluding soft soap, resin soaps, common soap and toilet, medicated and shaving soaps):	
	Specially produced for children or for use in medical and preventative treatment	Nil
	Other	15%
61/9	Corsets, corset-belts, brassieres, braces, suspenders, garters, socks and the likes (including such articles of knitted or crocheted fabric, whether or not elastic):	
	(a) Of silk:	
	For medical purposes	Nil
	Other	25%
	(b) Of synthetic or artificial silk:	
	For medical purposes	Nil
	Other	25%
	(c) Of wool or of fine animal hair:	
	For medical purposes	Nil
	Other	10%
	(d) Of cotton:	
	For medical purposes	Nil
	Other	10%
	(e) Of other textile materials:	
	For medical purposes	Nil
	Other	25%
	(f) Made for sports	Nil
64/2	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within heading 64/1) with outer soles of rubber or artificial plastic material:	
	For medical purposes	Nil

EDB Ext. 420, 475

Israel

PURCHASE TAX: Some amendments have been made to the Israeli Purchase Tax Order affecting the following items:

Tubes and pipes of iron or steel
Tubes and pipes of aluminium
Folding doors or partitions mainly of plastic fabrics
Motor vehicles
Commercial motor vehicles
Toilet preparations.

EDB Ext. 420, 475

Checking a batch of Beck computer petrol pumps bound for Apapa, West Africa, in the export packing department of Beck and Co. (Meters) Ltd., of Streatham. This batch is part of a large consignment ordered by the British Petroleum Company for use in a programme of rebuilding of petrol-filling stations damaged or destroyed during the war in Biafra.

SEMI-LIBERALIZED LIST OF IMPORTS: The Israeli authorities have announced the following additions to the semi-liberalized list of imports:

Tariff No.	Description of goods
73.24	Compressed gas cylinders and similar pressure containers of iron or steel:
2000	Non-welded of a length not exceeding 70 mm and of an outer diameter exceeding 20 mm
9900	Other:
9910	of a capacity not exceeding 150 litres
9911	of a kind characteristic to fire extinguishers
9919	Other
9990	Other
84.21 2000	Fire extinguishers:
2030	The appliances:
2031	For extinguishing fires by means of powders
2032	For extinguishing fires by means of gas
2033	For extinguishing fires by means of foam and carbon oxide
2039	Other
2090	The parts

EDB Ext. 420, 475

Senegal

GLOBAL QUOTAS: Senegal Decret no. 71-369 of March 31, announced that the import of the following products is now subject to global quotas:

Razor Blades:	20 per cent
Safety Pins:	50 per cent
Paper Clips:	50 per cent
Staples:	50 per cent

EDB Ext. 471/2/3

Republic of South Africa

CUSTOMS TARIFF AMENDMENTS: The following notices appeared in the South African *Government Gazette* No. 3098 of May 14:

R.776: The effect of this notice is to delete the specific provision for ethoxyquin (also known as 6-ethoxy 2, 2, 4-trimethyl 1, 2 dihydroquinoline) (Tariff Heading No. 29.35).

R.778: The duty on electrical capacitors of a kind used solely or principally with radio, radar, television, radiotelegraphic and radiotelephonic apparatus, is decreased from 12½ per cent (General) and 7½ per cent (Preferential) to 5 per cent (General) and Free (Preferential) (Tariff Heading No. 85.18).

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R.777: (1) The duty on certain cutting tools tipped with tungsten carbide and tungsten carbide tips for cutting tools is increased to varying extents (Tariff Heading No. 82.05 and 82.07).

(2) Goods in (1) above which comply with the requirements of item 460.10 may be allowed under rebate of duty under that item. Item 460.10 allows for rebate of increase in duty if goods were shipped before date of increase.

R.781: The provisions for a rebate of duty on electrical capacitors, for use in various industries, are withdrawn (Items 316.04, 10, 12 and 318.02). (Tariff Heading No. 85.18).

R.782: Provision is made for a rebate of duty on finished inlet and exhaust valves, for the manufacture of internal combustion piston engines and motor vehicles, in such quantities and at such times and subject to such conditions as the Secretary for Industries may allow by specific permit (Items 316.13 and 317.03). (Tariff Heading No. 84.06).

R.779: Specific provision, for statistical purposes, is made for a more detailed breakdown of fork-lift trucks with some slight duty variations. (Tariff Heading No. 87.07).

R.780: Provision is made for an ordinary anti-dumping duty on imitation patent leather if imported from or originating in Brazil (Item 208.01). (Tariff Heading No. 41.08).

EDB Ext. 471/2/3

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 527, published in the South African *Government Gazette* of May 28, contains an application to the Board of Trade and Industries for increase in duty on nickel chloride from 10 per cent ad valorem to 20 per cent ad valorem; (a) cutting tools tipped with tungsten carbide for machine tools for working metal or metal carbides from 5 per cent ad valorem (general) 3 per cent ad valorem (MFN) and free (UK) to 17 per cent ad valorem (general) 15 per cent ad valorem (MFN) and 12 per cent ad valorem (UK); and (b) tungsten carbide tips for cutting tools for use with machine tools for working metal or metal carbides from free of duty to 15 per cent ad valorem.

(Note: The duties applied for were imposed in terms of Government Notice R 777, dated May 14, 1971, as interim protection and the application is now being published for general information with a view to further investigations.)

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to Commercial Relations and Exports Division.

CRE Ext. 2274

Australia

TARIFF BOARD INQUIRY ON CHERRIES: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of cherries (tariff items 08.07.000, 08.11.200 and 20.04.300). This reference has been made as a result of representations by local industry. Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
08.07.000	Cherries, fresh	$0·006 per lb. Primage 10%	$0·002 per lb. Primage 5%
08.11.200	Cherries, preserved other than by sugar:		
08.11.210	As prescribed by by-law	Free	Free
08.11.290	Other	Free and a temporary duty of 6 cents per lb.	Free and a temporary duty of 6 cents per lb.
20.04.300	Cherries, preserved by sugar	Free and a temporary duty of 22 cents per lb.	Free and a temporary duty of 22 cents per lb.

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 18. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division quoting reference No. CRE 1757/71.

CRE Ext. 2318, 2319

ULTRAMAR COMPANY LIMITED

Chairman's Review

The following is an extract from the Statement of the Chairman, Mr. Campbell Nelson, at the 35th Annual General Meeting held on May 26, 1971, in London.

For the ninth year running we have improved our results to give us for 1970 a record cash flow from operations of £4,202,000 and a record net profit of £2,513,000. We are having an excellent first half of 1971 and we can safely predict a substantial improvement compared with the first half of last year. We are avid to get the 100,000 barrels per day of products from the Quebec refinery, which we can so readily market, but because of the delay in completion and the usual start up difficulties, which all refineries seem to undergo, it is uncertain what contribution the Quebec refinery will make to the year's profits. Whatever that contribution is, we expect the 1971 whole year results to be appreciably better than last year. In 1972 we can anticipate a large contribution to profits by the Quebec refinery.

For the past two years the Quebec refinery has been our major capital expenditure effort. This is the largest refinery ever built in Canada. Despite considerable extra expenditures for winter work, construction progress has been slower than expected. Our present expectations are to put crude oil into the storage tanks in July and to have the refinery on stream in August. We expect throughput to average 100,000 barrels per day for the last quarter of this year. Recent strengthening of prices of gasoline and middle distillates in Eastern Canada as well as the continued firm prices for marine and residual fuels provide a favourable economic outlook for the Quebec refinery.

We are continuing to strengthen our marketing position in Eastern Canada where, for the first quarter of 1971, our sales of gasolines and middle distillates averaged about 40,000 barrels per day. In the Western United States we are marketing about 12,000 barrels per day of gasoline. Our sales of marine fuels in Panama for the first quarter averaged over 16,000 barrels per day. In England we consolidated are marketing position and this operation has now reached a break-even point. The UltraM mar Group volume of sales of petroleum products for the first quarter of 1971 was at the record level of 110,000 barrels per day.

In the Northwest Territories of Canada, where there is considerable exploratory activity, we have interests in about 900,000 acres and seismic work has indicated some good structures. In Indonesia, we have a 35 per cent interest in about 4,400,000 acres and seismic work is now being carried out. In the British sector of the North Sea, we have a 6 per cent interest in a consortium which has acquired a number of well situated blocks. In 1970 we reported a major gas discovery in the Gulf of Guayaquil, offshore Ecuador, where we have an 11 per cent interest in over two million acres. We have since drilled two successful offset wells and further wells are planned.

Copies of the full speech and the Report and Accounts are available from the Secretaries, 1-2 Broad Street Place, London, EC2M 7EP.

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Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.

Agents: Killick, Martin & Company Ltd., Crown House, Linton Road, Barking, Essex. Tel: 01-594 7191. Telex 897886. Killick, Martin (Southampton) Ltd., 100 Canute Road, Southampton SO1 1AG. Tel: 0703 32711. Telex 47444. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021-9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041-221 3615/7. Telex 778118. 54 Commercial St., Dundee. Tel: Dundee 22131. Telex 76353. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031-554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

AUSTRALIA, *continued*

TARIFF CHANGES: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on May 18, 1971 and are consequent upon the Tariff Board inquiry into vegetable oils and the Special Advisory Authority inquiry into flue-heated economizers.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1971

Tariff Item	Goods	Rate of duty	
		General	Preferential
Omit Note 5 to Chapter 15, *insert* the following notes:			
5	Where a mixture of oils containing castor oil falls within sub-item 15.07.1, the mixture shall, for the purposes of that sub-item, be deemed to consist wholly of: (a) If there is a greater quantity, by weight, of castor oil than the other oil or oils taken together – castor oil: (b) in any other case – the other oil or the oil in the mixture (other than castor oil) of which there is the greatest quantity, by weight, and if there are two or more oils present in equal quantities and any one of those oils is present in quantity greater than any other oil (other than castor oil) – such one of those oils present in equal quantities as the Minister directs		
6	Where a mixture of oils falls within item 15.07, being oil to which sub-item 15.07.1 does not apply, the mixture shall, for the purposes of a sub-item in item 15.07, be deemed to consist wholly of: (a) If one only of the oils is an oil of a kind referred to in that sub-item – that oil; (b) if two or more of the oils are oils of that kind and there is a greater quantity, by weight, of one of those oils than of any other – the oil of which there is a greater quantity; or (c) in any other case – such one of those oils as the Minister directs		
Omit Note 8 to Chapter 15			
Omit sub-items 15.07.1 and 15.07.9, *insert* the following sub-items:			
15.07.1	Japan wax; myrtle wax; vegetable tallows; oil, or a mixture of oils, of any of the following kinds (not including a mixture containing an oil of another kind: (a) almond oil (b) apricot kernel oil (c) avocado oil (d) babassu oil (e) castor oil (f) coconut oil (g) oiticica oil (h) palm kernel oil (i) palm oil (j) pumpkin seed oil (k) sesame oil (l) tung oil (m) walnut oil (n) wheat germ oil		
15.07.11	Castor oil	$10·50 per ton	Free
15.07.19	Other	Free	Free
15.07.2	Olive oil	$0·40 per gal.	$0·35 per gal.
15.07.3	Maize oil; peanut oil; soya bean oil; rapeseed oil	$95 per ton	$63 per ton
15.07.9	Other oil	$95 per ton	$95 per ton
Omit item 15.08, *insert* the following item:			
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vaccuum or inert gas, or otherwise modified:		
15.08.1	Epoxidized vegetable oil	40%	40%, less $4 per ton
15.08.2	Linseed oil and rapeseed oil, not being goods falling within sub-item 15.08.1	$95 per ton	$95 per ton
15.08.3	Safflower seed oil and soya bean oil, not being goods fallingwithin sub-item 15.08.1	$95 per ton	$91 per ton
15.08.4	Castor oil, dehydrated, not being goods falling within sub-item 15.08.1	$10·50 per ton	Free
15.08.5	Other vegetable paint oil	Free	Free
15.08.6	Other vegetable oil	$6 per ton	Free
15.08.9	Other oil, that is to say, animal oil	$0·025 per gal.	Free
Omit Note 13 to Chapter 84, *insert* the following note:			
13	The following goods are specified for the purposes of sub-item 84.02.2, that is to say, goods that: (a) were in direct transit to Australia on April 2, 1971; and (b) are entered for home consumption within 21 days after importation:		
Omit sub-item 84.02.1, *insert* the following sub-items:			
84.02.1	Economizers, flue-heated, of cast-iron or cast-iron clad	7½%	Free
84.02.2	Other flue-heated economizers	7½%, and, except in respect of goods specified in Note 13 to this Chapter a temporary duty of 20%	Free, and, except in respect of goodsspecified in Note 13 to this Chapter a temporary duty of 20%

EDB Ext. 468, 469, 401

Colombia

CHANGES TO THE COLOMBIAN IMPORT LISTS—CORRECTION: The final item in the table of goods published in a notice under the above heading in *Trade and Industry* of June 2, 1971 (page 495), should read:

81.04.B. I. a Unwrought antimony.

EDB Ext. 474, 476, 7312

Venezuela

IMPORT LICENSING CHANGES: The following import licensing changes took effect from April 27, 1971:

Tariff No.	Description
011-04-00	†Poultry, killed or fresh, chilled or frozen
011-09-00	†Fresh meat: chilled or frozen, not included in the preceding items (including edible offals, horsemeat or game)
629-09-08-9	†Other rubber articles, n.e.s. (foam rubber)
699-02-01	‡Door windows, blinds and jalousies (except for buildings and Venetian blinds and curtains) of aluminium, whether or not provided with their metal fittings and accessories: aluminium frames for buildings

† Requires a licence from the Ministry of Development.
‡ No longer requires a licence.

EDB Ext. 474, 476, 7312

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Mexico

EXPORT INCENTIVES: HM Embassy in Mexico City have reported the publication, in the *Diario Oficial* dated March 17, of three decrees creating new fiscal incentives for Mexican exporters. The incentives cover three subjects: financial subsidies, 'transitory' manufacturing portions for export and an extension of the programme covering the border areas.

The financial subsidies provide for exemptions from net Federal indirect taxes on products and their components when the products, usually destined for domestic consumption, are sold abroad and when they contain at least 50 per cent of nationally manufactured materials and rebates on duties paid on goods which have been imported for use in the manufacture of products destined for export.

The transitory provisions allow for the import of raw materials and semi-manufactured or manufactured goods provided that the finished product contains at least 40 per cent national content, by cost evaluation, and for the temporary import (usually for a period of six months) of machinery and equipment, provided these imports complement machinery already installed, and/or when, because of the characteristics of the product to be manufactured, permanent import is not feasible. These export incentives have been extended to cover the 'in-bond' industries on the Northern border of Mexico and on the coastal zones.

Copies of English translations of the three decrees are available on request.

EDB Ext. 474, 476, 7312

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United States

SAFETY AND HEALTH REGULATIONS FOR CONSTRUCTION WORKERS: New regulations relating to the health and safety of construction workers have recently been promulgated in the United States. The regulations are wide ranging and are concerned with such matters as personal protective equipment, fire protection, hand and power tools, welding equipment, electrical equipment, ladders, scaffolding cranes, derricks, hoists and conveyors, shoring, steel erection, tunnelling and blasting (this list is illustrative rather than comprehensive).

EDB Ext. 455/6/7

Canada

REGULATIONS RESPECTING VITAMINS AND MINERALS IN DRUGS: The Canadian Food and Drug Directorate have issued Trade Information Letter No. 350 dated April 23 announcing that after October 1, 1972, vitamin preparations, vitamin preparations containing minerals and mineral preparations leaving a manufacturer's premises will be expected to comply with the amended regulations attached to the letter. The letter also states that the Food and Drug Directorate propose to recommend to the Minister of National Health and Welfare that the vitamin regulations be amended as soon as possible:

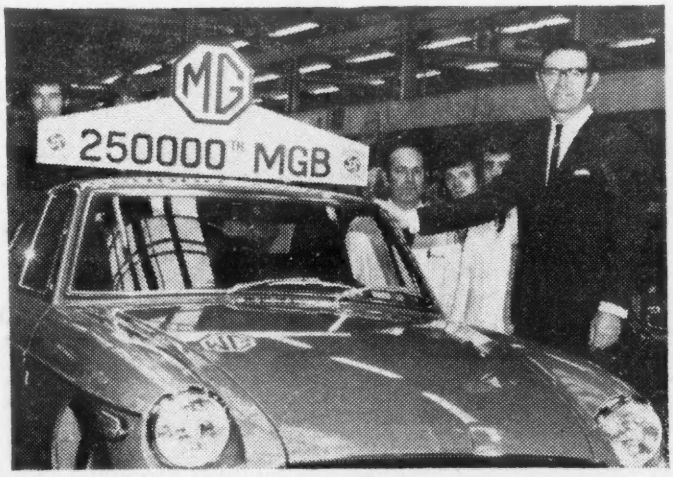
1. To require that products containing Vitamin A in a recommended daily intake of more than 10,000 International Units be dispensed only on prescription and the labels be required to carry the 'Pr' symbol, and

2. That Section D.05.006 be amended to include iodine, copper and fluorine, so that a drug containing these mineral nutrients need not carry the cautionary statement that the drug is for therapeutic use only but may be advertised.

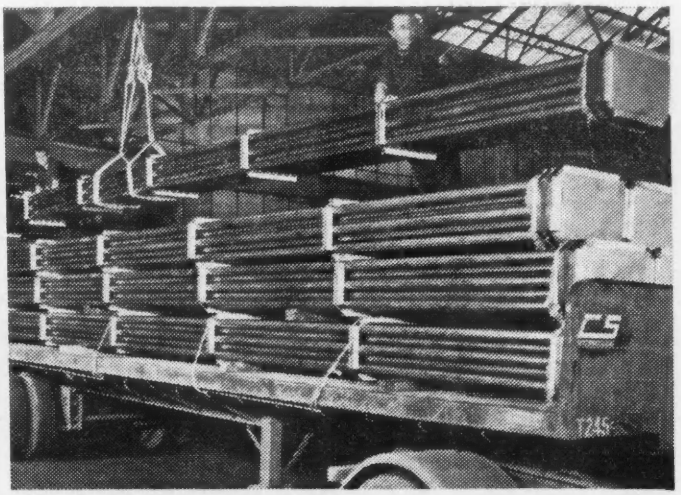
British exporters may, on application obtain copies of the Trade Letter, Reference TIL 350.

EDB Ext. 455/6/7

DOLLAR SUCCESSES FOR WORLD-WIDE EXPORTERS



The 250,000th MGB was driven off the production line at the MG factory at Abingdon recently by Mr. George Turnbull, managing director of British Leyland's Austin Morris Division. Since introduction in 1962, almost 200,000 have been exported to world markets, earning £200 million in foreign exchange. The 250,000th is an MGB GT – the coupe version introduced in 1965 – and is destined for sale in the United States where over 135,000 MGBs have been sold.



These 40ft. long Tru-Wel air heater tubes being loaded at the Oldbury factory of Tube Products Ltd., (a TI Steel Tube Division company) are destined for a new pulp mill in Newfoundland. The contract follows recent export orders for the same type tube for boiler installations in Greece and Thailand.

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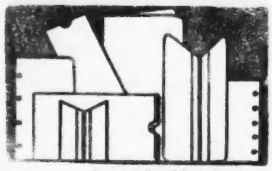
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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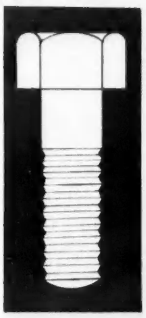

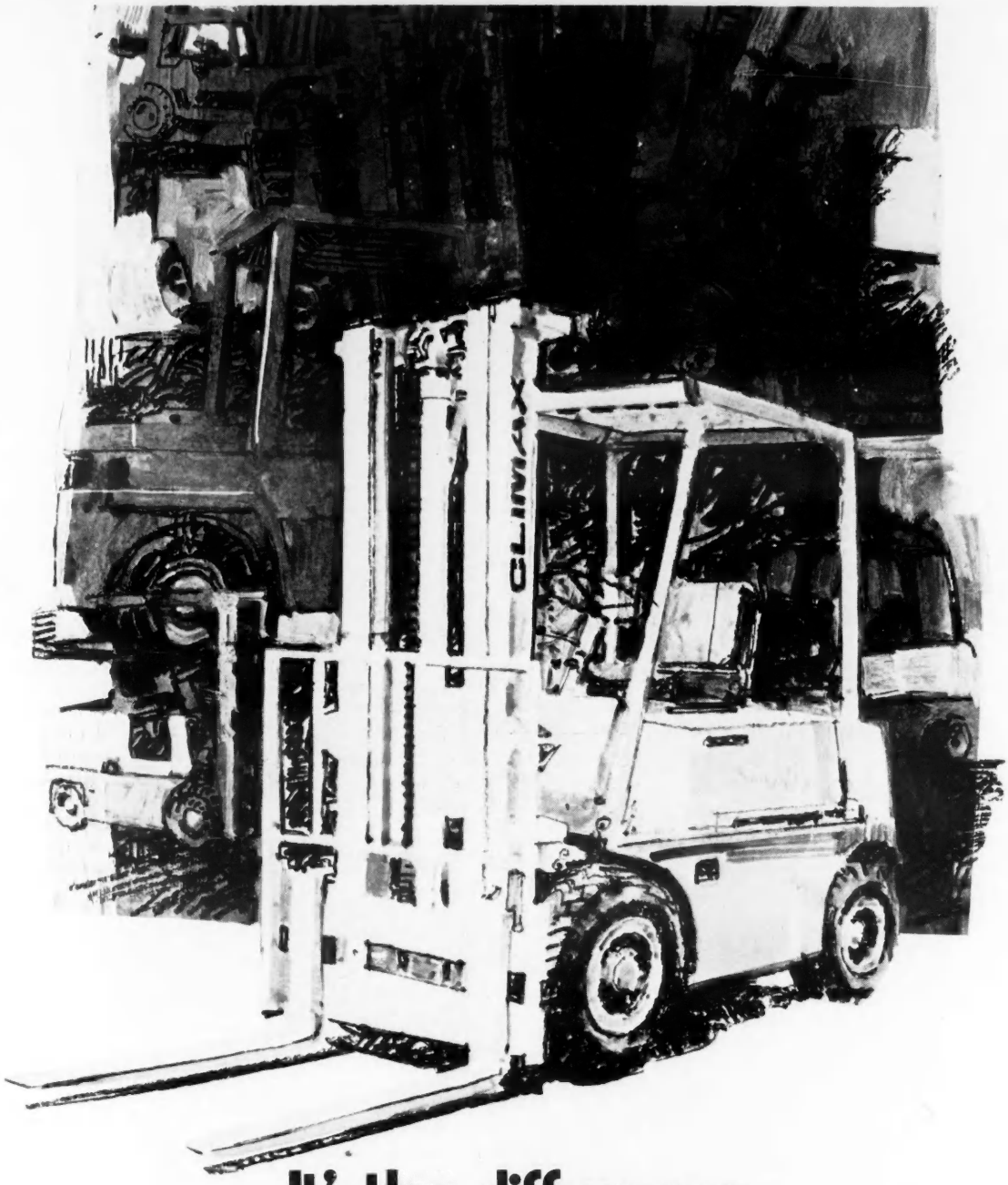

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